A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 13, 1965

Business Bulletins *from around the world*

BELGIUM—Authorized increase in bread prices at retail level expected to average about 5%. Increase expected to influence upward trend of retail price index, which includes three bread items. Price hike resulted from reduction of Government milling subsidy for wheat.

Population reached total of 9.4 million in 1964. Rate of growth, 1.07%, higher than recent years, e.g., 1963 0.8%, 1962, 0.66%.

FINLAND—Government-owned Neste Oy refinery this month to begin operating new plant at Porvoo, Finland, built by U.S. contractors. Advance design facility will greatly increase Neste's refining capacity, reaching full production by end of 1966.

FRANCE—January-June imports from U.S. ($599 million) lagged 8.1% by comparison with first six months of 1964. Total French imports aggregated $5,188 million, 1.3% decrease from January-June 1964. U.S. share of total French imports receded from 11.6% in first half of 1964 to 10.8% in first half of this year.

Fifth Economic Plan programs a major effort to improve road system. From 1966-1970, about $5 billion to be spent on 600 miles of inter-city superhighways; 200-300 miles of access roads; 600 miles of bypass roads; and 1000 miles of roads to be widened. Highways to be straightened and widened primarily in central and western parts of country. In more industrialized areas emphasis to be on construction of inter-city roads. Main objective is completion of superhighway Dunkirk-Lille-Paris-Lyon-Marseille.

GERMANY—Precision Instrument Co., California, manufacturer of industrial and research electronics equipment, concludes agreement with German electrical engineering firm Saba, Schwarzwaelder Apparate-Bau-Anstalt August Schwer Soehne, GmbH, of Villingen. Under agreement, Saba is to be sole agent for PI's products in Germany and West Berlin, also to manufacture PI products under license. Managerial and financial independence of the two firms is not altered by agreement.

GREECE—Ministry of Industry approves establishment by Vernicos family of $5.8 million cement plant on Crete. Plant to have initial production capacity of 200,000 metric tons annually, will reportedly meet requirements of Crete and Dodecanese Islands and export to North African countries.

American Cement obtains final Government approval to establish $10 million cement plant in Patras jointly with local cement manufacturing firm Titan.

Greek firm, Eriourgia Attikis, wool weavers producing fabrics for men's and women's garments, receives Government approval to import $2 million for establishment within two years of cotton spinning mill at Thebes; 25% of annual output to be exported.

INDIA—Government drops requirement that Indian importers deposit, in Indian banks, 25% of c.i.f. value of imports prior to shipment from foreign ports.

Kanara Chamber of Commerce, P.O. Box 116, Mangalore-1, India, designated as certifying agency for issuance of certificates of origin for coffee exported from Mangalore Port.

IRAN—Central Bank Regulations now require that importers place with their banks for re-deposit with Central Bank 2 cents for each dollar's worth of imports, sum to be refunded only after goods have actually cleared customs and prices shown on the invoice as well as tariff classification under which they were entered found to be correct. Deposit requirement applies to goods imported on sight drafts as well as those on letters of credit, although for latter, sum of 2 cents is to be part of previous deposit requirements of 15, 40, or 100%, depending on type of goods.

KENYA—FMC Corp., San Jose, Calif., to open branch sales office in Nairobi to serve as headquarters for machinery equipment sales in various states of East and West Africa. Resident manager will be responsible for assisting local representatives and supervising servicing facilities for complete line of machinery products. Opening of FMC office is latest of several ventures into Nairobi by U.S. firms in East Africa. Since January 1964 number of U.S. businessmen resident in Nairobi, commercial center for the East African region, has more than doubled.

LUXEMBOURG—Economics Minister Wehenkel stressed in budget presentation need for selectivity in industrial diversification, investment policy. In moving to qualitative stage from quantitative, preference to be given to complementary industries processing semi-finished products of steel, chemical industries.

NICARAGUA—Sears Roebuck and Co. opens branch here, bringing U.S. marketing practices together with policy of handling locally produced goods whenever possible and hiring nationals. Store becomes Sears 71st outlet in Latin America and is expected to stimulate local production.

SWITZERLAND—Registration of passenger cars increased to 779,165 at end of 1964 compared with 700,-238 a year earlier. Total registrations of busses at end of last year was 3,781 (3,561 at the end of 1963) and trucks 50,054 (44,021).

Production of busses in 1964 rose to estimated 120 from 105 in 1963 but estimated output of large trucks dipped to 830 from 870 in 1963. There is no Swiss production of passenger cars. However, passenger car assemblies by General Motors and Chrysler plants there rose to 19,185 last year from 17,359 in 1963.

Federal Institute of Reactor Research at Wuerenlingen signs contract with English company, Fairey, Ltd., for construction and installation of zero power reactor there. Costing $1.4 million, this new facility expected to be ready for operation within 21 months.

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the cover

Newly decked out as the world's first nuclear-powered cargo ship, the *N.S. Savannah* on its maiden commercial voyage carries 100 measurement tons of exhibit material sent to Europe by the Department of Commerce. Also aboard are tractors, agricultural implements, food, automobiles, household goods, scrap metal, and jeeps—among other things. Story begins on page 2.

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SECOND MAIDEN VOYAGE

Atomic ship enters trade

Savannah sails for Europe under charter to aptly named FAST organization

Unchanged in outward appearance, the *N.S. Savannah* is whisking through Atlantic waters in her new role as the world's first nuclear-powered merchant ship.

Her holds are full of commercial cargo, in contrast with earlier sailings when the *Savannah* was a demonstration ship carrying only "token" cargoes. On this, her maiden voyage under charter to the American Export Isbrandtsen Lines subsidiary, FAST (First Atomic Ship Transport, Inc.), the *Savannah* left New York September 3 for Bilbao, Bremerhaven, Antwerp, Rotterdam, and Le Havre, due to return to the United States on October 4.

Bill of Lading No. 1, New York, for the sleek ship's bellyful of cargo covered 100 measurement tons of exhibit material sent by the U.S. Department of Commerce to Utrecht, the Netherlands, via Rotterdam, and to Frankfurt, Germany, via Bremen for use in trade fair and U.S. Trade Center events. The items —ranging from freezing machines and transmitters and control valves to welding and cutting equipment—are for displays by 29 exhibitors who account for 26 long tons of *Savannah* cargo.

Soup to nuts

All told, general cargo on the maiden commercial voyage of the 6-year-old nuclear ship amounts to 10,000 measurement tons—a capacity load including 200 jeeps, 91 automobiles, household vans, large amounts of heavy road-building and agricultural equipment, and other items ranging "literally from soup to nuts in boxes, packages, crates, bales and bags."

The Maritime Administration, U.S. Department of Commerce, turned the *Savannah* over to American Export Isbrandtsen Lines representatives on August 20 at the 595½ ft-long ship's Galveston, Texas, nuclear servicing base. As Maritime Administrator Nicholas Johnson appraised the significance of the occasion:

"This sea-going nuclear pioneer has made reality of the high hopes this nation had for her. She has demonstrated dramatically the great potential of atoms for peaceful purposes, opened ports around the world to nuclear merchant ships, trained crews and gained operating experience.

"Now she changes status—from adventurous experiment to working reality. In her new career, too, she will be a pioneer, leading the way to better nuclear ships in the future."

Three-year charter

Now, under a 3-year bareboat charter to FAST, the *Savannah* will make about six voyages a year on Trade Route 5-7-8-9 (U.S. North Atlantic to Europe) and about two each on the United States to Mediterranean run, Trade Route 10, visiting Spain, Portugal, Italy, France, Belgium, the Netherlands and Germany.

The dollar-a-year agreement worked out between the company and the Government under the 1936 Merchant Marine Act calls for assumption by the Maritime Administration of estimated vessel and voyage expenses over and above estimated voyage revenues. If the difference between costs and revenues exceeds or falls below basic estimates, the company and the Government are to share additional costs or savings under a fixed formula.

Commercial operation of the ship is expected to save the taxpayer an estimated $4 million yearly over the cost of demonstration-ship operation by the Government. At the end of the first year under the charter, revenues and expenditures will be reviewed and a new formula will be devised for an equitable distribution of profits or losses for the following year.

The Maritime Administration and the Atomic Energy Commission, which were jointly responsible for the *Savannah's* construction and experimental operation,

Sailing Schedule

	Voyage #1		Voyage #2			Voyage #3	
	Arrive	Depart	Arrive	Depart		Arrive	Depart
Galveston					New York	11/13	11/14
Norfolk					Baltimore	11/15	11/16
Baltimore			10/6	10/7	Norfolk	11/17	11/18
Philadelphia			10/8	10/9	Philadelphia	11/19	11/20
New York			10/10	10/15	New York	11/21	11/25
Balbao		9/13	10/23	10/25	Cadiz	12/3	12/4
Bremerhaven	9/16	9/17	11/1	11/3	Cartagena	12/5	12/6
Antwerp	9/18	9/19	10/30	10/31	Barcelona	12/7	12/8
Rotterdam	9/20	9/22	10/27	10/29	Marseilles	12/9	12/9
Le Havre	9/24	9/26	11/4	11/5	Leghorn	12/10	12/12
U.S.A.	10/4				Genoa	12/13	12/18
					Leghorn	12/19	12/22
Sails Next		10/15		11/25	Cadiz	12/24	12/25
					Boston	1/2	1/3
					New York	1/4	1/7
					Philadelphia	1/8	1/9
					Baltimore	1/10	1/11
					Norfolk	1/12	1/13
					New York	1/14	1/20

will continue to watch the ship's progress as they work out plans for future nuclear propulsion systems, using the experience and information gained in the *N.S. Savannah's* early years of pioneering.

Savannah's inspiration goes back more than 145 years

Construction of the *N.S. Savannah*, authorized by Congress in Public Law 848 enacted July 30, 1956, was undertaken as part of a 146-years-old tradition.

Named for *The S.S. Savannah*, first steamship to cross the Atlantic Ocean, in 1819. The original *S.S. Savannah* was built in New York on the East River.

Design George C. Sharp, Inc., of New York, naval architect.

Builder New York Shipbuilding Corp., Camden, New Jersey.

Keel laid May 22, 1958.

Launched July 21, 1959.

Length 595.5 feet overall, 545 feet between perpendiculars.

Beam 78 feet (molded).

Tonnage

Gross	15,586 tons
Net	8,498 tons
Deadweight	9,656 tons capacity
Displacement	21,990 tons full load
	12,334 tons light ship

Draft 29.5 feet full load
18.5 feet light ship

Engine DeLaval steam turbine, 20,000 shaft horse power (normal), 22,000 shaft horse power (maximum) double reduction-geared to a single shaft.

Designed speed 20.25 knots sustained sea speed

Capacity 652,010 cubic feet bale capacity

Complement Normal crew of 69 plus trainees

Reactor Pressurized water reactor designed by Babcock & Wilcox Co., Atomic Energy Div., Lynchburg, Va.

Power 80 megawatts (million watts)

Core 66 inches high by 62 inches mean diameter containing 17,000 lbs. (7,050 kilograms) of enriched uranium dioxide in thimble-sized pellets.

Weight Combined weight of reactor system, containment vessel and shielding is 2,500 tons.

Life A single fuel load provides energy for 16,000 hours steaming at full power or 3½ years of normal operation, cruising at 21 knots for 336,000 nautical miles. In a conventional ship a similar performance would require 90,000 tons of fuel oil. A transAtlantic voyage utilizes nuclear fuel equal in volume to two lumps of sugar.

Safety Radiation experts determined that the ship could discharge up to 2 curies of radioactive liquid waste per month with absolutely no danger to the environment. Operating experience has proved that the *Savannah* has discharged only 824.4 millicuries (less than one curie) of radioactive liquid waste in its entire lifetime—more than 12 miles from any shore line and in water 200 fathoms or more deep. Personnel in the engine room actually receive less gamma radiation than personnel on deck in sunlight.

Chartered Bareboat charter by Maritime Administration to First Atomic Ship Transport, Inc., a subsidiary of American Export Isbrandtsen Lines, on August 20, 1965 and commenced first commercial voyage that date.

Tax planning in foreign business to be analyzed at New York forum

Adjusting a company's international operations to lessen the impact of new U.S. tax rules and balance of payment measures will be the theme of a three-day forum to be given by the Practicing Law Institute. More than 25 tax specialists from government and private practice will examine the difficulties of complying with highly technical laws and regulations relating to foreign business.

The program will be held Sept. 15-17 at the Waldorf-Astoria Hotel in New York City.

On Wednesday, the opening day, the effect of minimum distributions on Subpart F problems, the complex workings of the foreign tax credit, and the dangers posed by I.R.C. Sec. 1248 and its regulations will be analyzed.

Thursday's session will be devoted to a discussion of the allocation of income and deductions under Sec. 482, the tax treatment of know-how, and relief from double taxation under international tax treaties. The program speakers will explain what the proposed regulations under Sec. 482 permit in intercompany charges for royalties, service fees, interest, rents and sales mark-ups.

The effect on foreign business operations of current U.S. devices for correcting the adverse balance of payments will be covered on Friday. The forum will consider the application of the interest equalization tax to acquisitions, reorganizations, and financings of foreign affiliates and compliance with the program for voluntary restraints on credit in foreign transactions. The tax aspects of foreign personal holding companies, foreign transfers subject to Sec. 367, and sales or exchanges of stock of controlled foreign corporations will also be discussed.

Moderators for the forum are John F. Costelloe of Chadbourne, Parke, Whiteside and Wolff; Robert J. McDonald of Sullivan & Cromwell; Peter Miller of W. R. Grace & Co.; Gerald Silbert of Proskauer Rose Goetz & Mendelsohn; and David E Watts of Dewey, Ballantine, Bushby, Palmer & Wood.

Speakers are M. Bernard Aidinoff and Jackson B. Gilbert of Sullivan & Cromwell; Edward G. Beimfohr of Casey, Lane & Mittendorf; John F. Bogaard, assistant chief, Reorganization Branch, I.R.S.; John P. Carroll, Jr. of Davis, Polk, Wardwell, Sunderland & Kiendl; Wayne E. Chapman and Henry W. deKosmian of Cravath, Swaine & Moore; Albert H. Cohen of Price Waterhouse & Co.; T. Paul Freeland, formerly Special Attorney, Office of Chief Counsel, I.R.S., now of Bogan and Freeland; Richard O. Loengard, Jr., Special Assistant for International Tax Affairs, Treasury Department; Joseph G. McGowan, Assistant Director, Office of International Operations, I.R.S.; Lawrence C. McQuade, Deputy Assistant Secretary for Financial Policy, Department of Commerce; Jesse M. Miles of Arthur Young & Co.; Professor Stanford G. Ross of NYU Law School and Stanley Weiss of Shapiro, Stalberg, Cook, Murphy & Kaladner (Philadelphia), both formerly with Office of Tax Legislative Counsel, Treasury Department.

Also, Robert L. Sammons, Division of International Finance, Board of Governors, Federal Reserve System; David Simon of Root, Barrett, Cohen, Knapp & Smith; Leon O. Stock of Peat, Marwick, Mitchell & Co.; David R. Tillinghast, formerly Special Assistant for International Tax Affairs, Treasury Department, now of Hughes, Hubbard, Blair & Reed; and John Wilcox of Chadbourne, Parke, Whiteside & Wolff.

Write: Practicing Law Institute, 20 Vesey St., New York, N.Y. 10007.

EUGENE M. BRADERMAN receives Commerce Department Gold Medal from Asst. Secretary for Domestic and International Business Alexander B. Trowbridge; Under Secretary of Commerce LeRoy Collins looks on.

Surprise award marks Braderman's departure for new public service to world business community

Departing Director of the Bureau of International Commerce Eugene M. Braderman was honored by the surprise presentation of a Commerce Department Gold Medal at a recent farewell party.

The medal, which was presented by Ass't Secretary for Domestic and International Business Alexander B. Trowbridge, was in recognition of Braderman's achievements in promoting interest in international trade among U.S. businessmen. There have only been about 200 of these medals awarded in the entire history of the Department of Commerce.

Braderman, who in addition served as Deputy Ass't Secretary for Domestic and International Business, also received a certificate commending him for his outstanding achievements and exceptional contributions in the public service. The certificate was presented by Under Secretary of Commerce LeRoy Collins for Secretary John T. Connor who was participating in steel negotiations.

As far as the United States' international traders are concerned, Braderman is merely shifting desks from the Commerce to the State Department. He is now the Deputy Ass't Secretary of State for Commercial Affairs and Business Activities in the State Department's Bureau of Economic Affairs.

Entered in 1939

Entering Government in 1939, Braderman served with the U.S. Board of Economic Warfare and the Foreign Economic Administration before joining the Department of Commerce in 1945. Since then he has held various posts, including those of Director of the Far Eastern Division and Director of the Office of International Economic Programs.

He has been a member of U.S. delegations at many international conferences. For many years he represented the United States at meetings of the United Nations Economic Commission for Asia and the Far East (ECAFE). He has also served on delegations to the General Agreement on Tariffs and Trade (GATT), the Organization for Economic Cooperation and Development (OECD), and other international bodies concerned with trade and economic matters.

He has participated in a wide variety of special missions. He was sent to Europe in 1947 by the Departments of State and Commerce to explain the Foreign Service Act to U.S. Missions overseas. He served on the U.S. delegation that negotiated the trade agreement with the Philippines in 1954. He also directed two Department of Commerce Trade Missions—in 1956 and 1960.

Chief responsibility

At the time of his departure, Braderman's chief responsibility was directing the activities of the Bureau of International Commerce, which is charged with promoting the foreign commerce of the United States. It carries forward the Department's role in the areas of trade policy; export promotion, including such overseas activities as trade fairs, trade centers, and trade missions; foreign investment; and export control.

Braderman received his B.S. degree from Temple University and his M.A. and Ph.D. degrees from the University of Illinois. He has also done post-doctoral work at the University of Pennsylvania and was the Department of Commerce participant in the first Senior Seminar in Foreign Policy, the most advanced program in the field of international relations offered by the U.S. Department of State.

Braderman is a native of Philadelphia, Pennsylvania. He was married in 1941 to the former Betty Salas of Philadelphia. They have one daughter.

Venezuela to require prior licensing on bicycle imports

Venezuela has subjected bicycles, including tandem bicycles and parts for bicycles, to prior import licensing requirements.

A new classification was created for children's bicycles, with a duty of 0.40 bolivar per kilogram (B = US$0.22).

The resolution also increased the duties on formaldehyde and rubber thread. The duty on formaldehyde, 512-09-05-2, was raised from 0.001 to 2 bolivares per kilogram.

The duty on rubber thread, formerly included in tariff classification 621-01-04-1 at a duty of 3.00 bolivares, was raised to 15 bolivares per kilogram and classified under item 621-01-04-7.

U.S. trade surplus dips

Strong increase in imports cuts January-July U.S. trade balance by $1 billion

The U.S. trade surplus in the first seven months of 1965 registered a sharp fall from the levels of the same period of 1964. Valued at $2,854 million through July, the trade surplus was $3,852 million for January-July 1964.

The change is due to a strong increase in imports. At $11.8 billion, imports were 12% higher than the first seven months of last year, as purchases of foreign steel, machinery, consumer goods, and fuels climbed.

On the other hand, exports were slightly higher than last year's January-July level. The total for the first seven months of this year was a little less than $14.7 billion.

U.S. July exports advanced 4% in July 1965 over the seasonally adjusted total for June, while imports dipped 9%.

However, since imports were affected by the recent maritime strike, this decline does not mean a reversal of the rising 1965 trend. Imports were curtailed in July by the fact that cargo on struck U.S. flagships was not entered into the statistics. These data will appear in figures for later months.

Exports of manufactures for the first seven months of this year expanded by 5% over the like period of last year. This compares with a 2% rise in total exports. More than three-quarters of this gain was accounted for by machinery and aircraft shipments.

The $194 million gain in machinery exports centered in non-electrical machinery, consisting primarily of construction and power generating machinery, and agricultural tractors. This gain more than offset losses in shipments of metalworking, textile, and other types of machinery. Although computer exports rose by 2%, this was by far the lowest rate of growth in years.

Subsidiaries compete

The slower growth in computer exports this year was due to increased competition from electronic data processing equipment produced abroad by subsidiaries of U.S. firms, and intensified output by foreign firms. French and British computer firms have recently been discussing the desirability of setting up a joint sales organization in the EEC.

Contributing to the rise in construction machinery shipments was increasing foreign demand for products of greater unit capacity, horsepower and versatility, which U.S. industry is well equipped to manufacture. As a result, higher unit value items are now exported.

Selling more tractors

Increased exports of agricultural tractors reflected foreign farm mechanization and the rising demand for products where the U.S. has a technological advantage.

Shipments of U.S. metalworking machinery decreased by 17%, primarily as a result of less foreign demand, but to a lesser extent due to the lengthening of delivery time from U.S. manufacturers.

Shipments of aircraft, parts and accessories rose by $128 million. In addition to rising shipments of military aircraft, exports of civilian aircraft increased $57 million, reflecting exports of new three-engine jets to foreign airlines, mainly German and Japanese, and growing sales of business and small pleasure planes.

Exports of scientific and photographic instruments have been growing rapidly in recent years, primarily because of their technological superiority. They registered

Best sellers

(Millions of dollars)

	January-July 1964	January-July 1965	Percent change
Exports, total	15,156	15,441	+ 2
Manufactures	9,397	9,827	+ 5
Nonelectrical machinery	2,843	3,036	+ 7
Electrical apparatus	952	953	+½
Aircraft	509	637	+25
Iron and steel-mill products	360	336	− 7
Other metals and manufactures	594	661	+11
Textiles other than clothing	330	299	− 9
Scientific and photographic instruments	220	268	+22
Chemicals	1,337	1,350	+ 1
Food, beverages, and tobacco	2,600	2,423	− 7
Crude materials, fats and oils	1,911	1,921	+ 1
Fuels	538	527	− 2
Other transactions	502	553	+10
Reexports	208	190	− 9

What U.S. buys most

(Millions of dollars)

	January-July 1964	January-July 1965	Percent change
Total	10,592	11,736	+11
Manufactures	5,128	6,147	+20
Non-electrical machinery	496	649	+31
Electrical apparatus	229	313	+37
Automobiles, parts and accessories	404	426	+ 5
Aircraft	49	75	+53
Newsprint	418	441	+ 6
Iron and steel-mill products	400	666	+67
Other metals and manufactures	797	942	+18
Textiles other than clothing	396	456	+15
Chemicals	414	422	+ 2
Food, beverages, and tobacco	2,248	2,113	− 6
Crude materials, fats and oils	1,685	1,786	+ 6
Fuels	1,194	1,296	+ 9
Other transactions	337	394	+17

International Trade Winds

JET LINERS—Three Douglas DC-8 jet liners have been purchased by Japan Air Lines at a price of $6,950,540, bringing JAL's fleet of DC-8's to 15. The new jets will be used to increase frequency on JAL's San Francisco-Tokyo and Los Angeles-Tokyo routes, and on the "Silk Road" routes between Japan and Europe.

TELEPHONES—The Hong Kong Telephone Company has ordered 70,000 telephone subscriber sets from International Telephone and Telegraph Corporation's Spanish affiliate. The order is part of a multi-million dollar expansion program recently announced by the telephone company, which operates all of Hong Kong's telephones. Delivery of the sets will begin in January 1966 at the rate of 10,000 per month.

FIBREGLASS CONTAINERS—An initial order for 500 units of an improved fibreglass shipping container has been announced by Smyth Worldwide Movers, Seattle, Washington. Seattle's Pacific Plastics Company will manufacture the container designed for use in the overseas shipment of household possessions. Smyth owns and operates moving facilities in Anchorage, Honolulu, Guam, Okinawa, Hong Kong and Japan.

MACHINERY—FMC Corp. of San Jose, Calif. announces the opening of a new office in Nairobi, Kenya. In addition to Kenya, the East and West African countries to be served include Tanzania, Nigeria, Ghana, Republic of the Congo, Liberia, Ethiopia, and the Sudan.

TOURISM—Intercontinental Hotels Corp., New York City, announces the opening of its 31st hotel around the world, this one in Hanover, Germany, on November 4. The $6.5 million, 300-room hotel is the second of three Intercontinental Hotels scheduled to open this year.

INDUSTRIAL CHEMICALS—Crain Chemical International of South America, a new firm specializing in liquid detergents for the fishing, marine and mining industries and in general industrial chemicals will open in Lima, Peru. The company is a joint venture of Quimicos Crain De Mexico of Mexico City, Crain Industrial Products Corp., Petro Manufacturing Corp., and Crain Chemical Co., Inc., of Dallas, Texas.

a 1965 gain of $48 million over the first seven months of 1964.

The most spectacular decrease in agricultural exports in the first seven months of this year was a $251 million drop in wheat shipments. The sharp reduction in shipments to Soviet bloc countries accounted for much of the change. Exports to Latin America and Africa were also sharply lower, as grain movements were delayed by the dockworkers strike in Gulf ports.

The $154 million decrease in cotton exports was traced to rising foreign production, accompanied by declining world consumption and continued competition from synthetic fibers.

Sales of soybeans and feedgrains were stimulated by growing numbers of livestock in Western Europe and Japan, while rising shipments of vegetable oils reflected last year's reduced production of olive oil in the Mediterranean Basin.

Despite a gain in beef exports to Europe, our shipments of meat dropped considerably, mainly because of reduced pork sales. Short U.S. supply and higher overseas production were responsible for the decline in pork exports.

Imports advance

A $1 billion rise in imports of manufactures over the first seven months of last year accounted for most of the increase in total 1965 imports through July. This significant advance reflected rising industrial demand, unusually large steel purchases in anticipation of a possible steel strike, and increased consumer expenditures.

More than half of this increase in imports of manufactures was accounted for by the rise in deliveries of foreign machinery and iron and steel mill products, which jumped by two-thirds. This rise reflected high levels of steel consumption by the automobile and machine tool industries as well as stockbuilding.

Substantial price differentials continue to make foreign steel attractive to U.S. manufacturers and builders.

The same factors which produced the high demand for steel also led to a one-fifth increase in imports of pig iron.

Rising domestic outlays on capital equipment led to the one-third gain of machinery imports. All principal types of machinery shared in this increase.

Arrivals of nonferrous metals rose by $94 million, reflecting price increases which were most pronounced in copper, where imports actually declined in quantity but gained in value. Significant increases in value were also recorded for imports of aluminum and tin.

The 27% increase in imports of nickel, primarily from Canada, was related to the high level of activity in the steel industry, which consumes 90% of imported nickel.

Purchases of foreign consumer goods continued to advance with the rise in U.S. consumer expenditures. Clothing imports rose by one-fifth, with substantial increases from Hong Kong, Japan, and Western Europe.

Reflecting primarily an increase in demand for sandals and other inexpensive shoes which require a relatively large amount of hand labor, U.S. purchases of footwear also rose by about one-fifth.

Imports of gem diamonds, antiques, toys, television receivers, and record players also rose significantly.

Imports of cars slowed considerably in January-July, with shifts occurring among suppliers. Gains were registered in automobile purchases from Canada, Japan, and West Germany. On the other hand, arrivals from the United Kingdom and France were below the levels of the first seven months of last year.

Oil deliveries higher

Imports of mineral fuels and related products rose by about one-tenth. Most of the gain stemmed from the $79 million rise in deliveries of petroleum products, mainly fuel oil, which resulted from higher import quotas. Most of the increase came from Venezuela and the Netherlands Antilles.

A decline in deliveries of coffee accounted for most of the 7% decrease in agricultural imports from the level of the first seven months of 1964. Coffee imports fell more than one-fifth in quantity and value. Lower consumption, reduction of inventories from last year's abnormally high levels, and delays in importing in anticipation of lower prices all contributed to the reduction.

Despite a gain in the quantity of sugar imports the value declined by 17%, reflecting a sharp decrease in prices.

Pakistan issues directive on investment registration

Pakistan now requires any company wanting to appoint a foreign firm there as its agent to obtain written permission from the Pakistan Department of Investment Promotion and Supplies.

The new ruling extends and supplements the original foreign investment registration directive of Oct. 3, 1963, which regulates the entry of foreign nationals into Pakistani business.

The 1963 directive required that all foreign firms seeking to establish a business or joint venture or to open an additional office or branch first obtain Government permission.

STORAGE TANKS dot a beach in the Netherlands and serve as repositories of vast quantities of oil, an increasingly important commodity the world over.

EXPORT EXPANSION

Outlook for offshore oil

Conference probes possibilities for increased exports of offshore drilling equipment, services

Offshore oil explorations have generated a continuing increase in exports of U.S. goods and services, according to U.S. oil executives participating in a recent export expansion conference in Beaumont, Texas.

The conference, whose theme was "World-Wide Marine Oil Fields Build Markets for American Goods," centered around the growing role the oil industry plays in the nation's imports and exports.

It was sponsored by the Beaumont Chamber of Commerce, the Department of Commerce and the South Texas Regional Export Expansion Council.

Four panelists representing the oil industry participated in the symposium, which covered the effects of offshore drilling on exports. Drilling, according to all four participants, will increase in the future and a considerable increase in exports will result from this.

The panel said that new techniques must be developed if oil and gas production is to keep pace with the world's growing energy demands. Three facets of the search for offshore oil—exploration, drilling and production—and the manufacture of drilling tools were discussed.

Potential not reached

One panelist, Gene Shiels, of Ideco drilling rig division, pointed out that while the U.S. is still respected as the manufacturer of the world's best drilling equipment, it has still not lived up to its potential.

"We are doing a good job of building drilling equipment, but we are not doing the job we should be doing of developing and improving our technology in the offshore drilling field," Shiels told the gathering of approximately 260 officials of oil companies, oil field drilling equipment manfacturers and other related industries.

As an example, he said, the oil industry is "doing very little about our knowledge of ocean depths, a real problem in the industry." However, he added that he expects the industry to achieve far-reaching results in the future in advancement of technology.

Shiels predicted that complete automation of drilling rigs is something that "should be done; can be done; and will be done" in order to perfect drilling techniques.

George Parks, of Kerr-McGee Oil Co., pointed out that his firm exports a lot of drilling equipment but increased demand has worked some hardships on his firm in training men and trying to meet the continued demand for larger rigs.

Numerous investments

Donald E. Kliewer, editor of "World Oil," told the conference that a "tremendous amount of international trading" is presently taking place in the expanding offshore petroleum effort.

"This is only the beginning," Kliewer said, citing total free world investments in offshore drilling areas as now exceeding $6 billion.

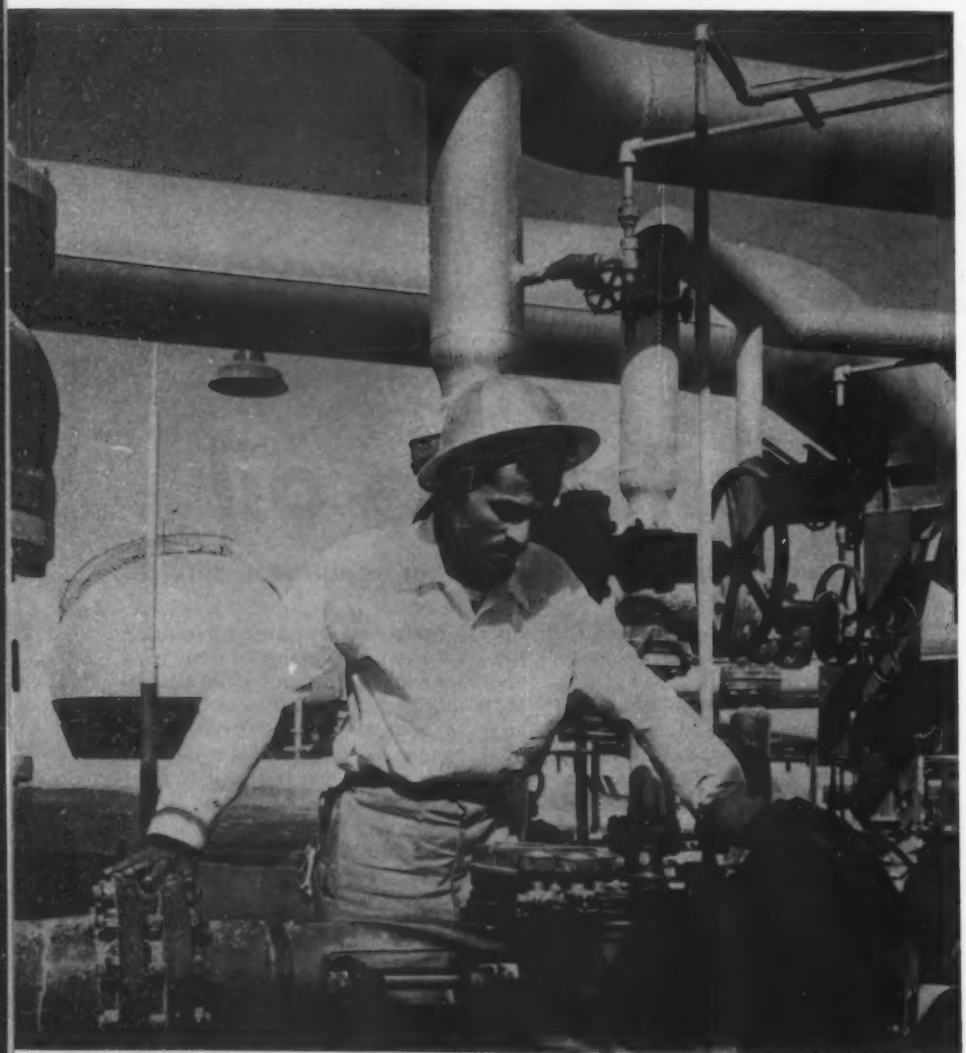
He said total world demand for crude oil ranges slightly above 27 million barrels a day and the world supply is only 238,000 barrels a day above that demand.

"This underscores the need for continued exploration and development of the world's field," he explained, and added that this rising world demand is "vitally important to anyone engaged in or considering trade with worldwide markets."

He stressed that his information "indicates that in the general interest of national welfare, U.S. gas and oil industry activity must increase in the future."

Cooperation noted

"Because a large number of both independents and integrated major companies operating abroad also conduct major operations in the U.S., it is quite conceivable that what affects one area could affect the other," he added, noting the liason between offshore drilling firms and companies that account for most of the drilling in the U.S.



OIL WORKER inspects the complicated mechanical system of an industry with a bright future.

Speaking at the luncheon, Dean A. McGee, president of Kerr-McGee, said major oil production throughout the free world will stem from the continental shelves of all nations of the free world and will generate U.S. exports.

McGee noted that "upwards of 60 countries are actually exploring or producing oil offshore." He said "an estimated 54 billion barrels of oil and 62 trillion cubic feet of natural gas already have been discovered and developed on the continental shelves of the world."

"This represents about 11% of the 500 billion barrels of oil found in the world since the first oil well was drilled," he added.

New methods predicted

According to McGee, as knowledge of the resources of the shelves increases and the methods, equipment and skills for exploring and producing both on and beneath the seas are advanced, "other minerals will become increasingly important."

He predicted new methods for the near future, including automatic handling of drill pipe, logging tools to log ahead of the drill bit, downhole motors which will utilize power for actual drilling rather than rotation of miles of heavy steel drill stem, improved drill bits and continuous coring.

"While the oil industry and its supporting suppliers and businesses have done an outstanding job in pioneering the discovery of marine oil fields much remains to be done," McGee concluded.

U.S. can improve share of Austrian garment market

U.S. manufacturers of ready-made garments should find good opportunities for their products in the Austrian market. Because of more liberal import policies and a number of tariff reductions in recent years, Austrian imports of these products have increased rapidly.

Purchases of foreign wearing apparel in 1964 reached $17.5 million, 43% higher than in the preceding year. The largest single import item was men's apparel ($5.6 million), followed by hosiery ($2.1 million), ladies' apparel ($1.9 million), hats and hat stumps ($1.5 million), and kerchiefs and scarves ($0.9 million).

The U.S. share in these imports amounted to a modest 4%, indicating possibilities for increased U.S. sales in this market, particularly in lightweight and wash-and-wear men's apparel.

Preliminary data for the first half of this year indicate a continuing increase in imports of ready-made garments.

Their market: the world

Group, 600 strong, holds 3-day session in Washington to assay future goals

Ten years ago there was no Portuguese term for "marketing." Donald A. Taylor, member of the American Marketing Association doing a study in Brazil, says that now there is. And what is more the term was coined by fellow AMA-man Ole S. Johnson. Taylor was in Washington September 1 to 3 along with 599 colleagues taking breaks from projects in Great Britain, Australia, Puerto Rico, or taking leave from business in Toledo, Ohio, Natick, Massachusetts, and Bethlehem, Pennsylvania, to assess the global status of the science of marketing.

The 600 checked in at the Mayflower Hotel for the 50th Anniversary International Symposium of Marketing and Allied Disciplines sponsored by the American Marketing Association. Theme for the three-day session was "Economic Growth, Competition, and World Markets."

Keynote

From the Symposium's keynote address delivered by the State Department's W. W. Rostow to the concluding remarks by General James M. Gavin, the international aspects of marketing were stressed.

The most common observation was to wonder if the Association can ever again pull its members together in one place at one time, it's become that global. Another familiar theme was that the newly developing markets under discussion were probably changing even while the conference was in session.

Thomas A. Staudt, Vice President of the Marketing Education Division, set the purposes of the symposium as assessing marketing's capacity to serve society, assessing current research and the technical capability of the organization, finally, of finding avenues of friendship through competing forms of economic systems.

Rostow told the group that its skills are going to prove critical in the generation ahead to the development of countries and regions which contain a clear majority of the world's population. (See page 10.)

In honor of its Golden Anniversary the Association commissioned five commemorative papers. One of these, "Comparative Competition, Advantages and Comparative Market Systems," was delivered by Dr. Reavis Cox of the University of Pennsylvania. Dr. Cox's effort is to compare different distribution systems to determine how much of the marketing procedures used at home are applicable overseas. His approach is to consider marketing as a social institution rather than as a management problem.

> It is a pleasure to congratulate the members of the American Marketing Association on the occasion of your 50th Anniversary International Symposium.
>
> In your half century of work you have helped make marketing an internationally recognized tool of economic development. By lending your skills to help meet the challenge of newly emerging markets, you are fostering the growth of international trade.
>
> We value your work. You are helping advance the economic cooperation that brings prosperity among nations, and the mutual understanding that leads to peace between men.
>
> Lyndon B. Johnson

D. Maynard Phelps, University of Michigan, reported on "The Status of Marketing Education in the World Today." He and the International Marketing Federation are in the midst of a study of institutions that offer marketing courses. The study, scheduled for publication next year, will represent at least 22 countries.

Reports from those involved in exploratory research in international marketing included "A Study of Organized Consumer Information in Europe," Hans B. Thorelli, Indiana University. Dr. Thorelli uncovered 41 consumer research organizations, representing all Western European countries except Portugal, engaged in labeling or in comparative testing of products.

An unusual thesis was set forth by Dr. Robert C. Haring, University of Alaska, on the implications of Alaska's growth and development relevant to developing nations.

Dr. Haring showed Alaska's experience in marketing to suggest that regions can shift from "barter exchange" marketing to modern merchandising in less than a decade. For Alaska, growth is significantly and necessarily tied to regional and international exports. Continued economic growth depends principally upon the successful marketing of natural resource products and services. As long as a region has a strong export base, says Dr. Haring, it may not need a manufacturing sector or entice basic industry to grow.

Charles O'Mara of Bristol-Myers told the session on Marketing in Africa that the African consumer is extremely quality conscious and practices strong brand-loyalty once he finds a product that meets his needs. Most Africans are necessarily price-conscious too, so O'Mara recommends smaller packages of quality goods to satisfy their limited purchasing power.

Highly sophisticated advertising techniques are lost on the African, who prefers a more straightforward approach.

Advertising campaigns should not be directed exclusively to women buyers, since African men make practically all of the buying decisions, no matter what product is involved.

No sex

Sex-oriented campaigns featuring cheesecake are much less successful than in the U.S., since Africans regard sex as a normal appetite and don't get particularly stirred up by advertising appeals based on such a commonplace theme.

Africans are preoccupied with symbols stressing health and vitality, according to O'Mara. Power to the African is similar to the emphasis on sex in the U.S. Campaigns featuring animals—particularly, lions, leopards and elephants—have been markedly successful. A Rhodesian beer firm increased its share of the market from 5% to 48% in a 3-year campaign centered around a lion.

O'Mara cautioned against any changes in packaging. Some Africans tend to feel that a change in the container indicates a change in the product itself.

An African marketing campaign must employ several supplementary methods to reach the large proportion of the market which is still relatively inaccessible through the major mass media. Sound trucks, roving movie teams, sales promotion teams, and contests have all proven worthwhile. Contests should offer a large number of practical, inexpensive prizes rather than one colossal prize, according to Mr. O'Mara.

For many who attended the American Marketing Association Conference the seminar sessions on Input/Output Analysis were the most valuable. Conducted by Martin L. Marimont, Chief of the Department's National Economics Division, assisted by Robert E. Johnson, Western Electric Co., Richard M. Hill, University of Illinois and Harvey C. Smith, Vulcan Materials Company, the sessions covered Input/Output Analysis as a tool of industrial marketing.

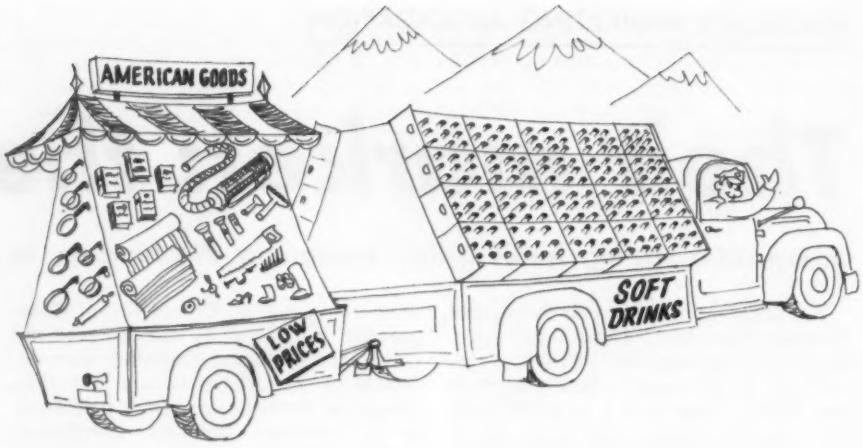
Dr. Johnson described the applications of this analysis that Western Electric Co. has made. For example, the company saw that the rise in demand for telephone receiver sets over the next two years will not be satisfied by the amount of lead and copper on hand. They are now back in the laboratory attempting to minimize the use of these metals.

Future uses of the system will be to forecast labor force needs over the next decade, to evaluate inter-plant shipments, to determine floorspace needs, even to do away with double-entry bookkeeping.

After three days of more than 100 sessions, during which time 275 pounds of chicken, 70 gallons of coffee, 70 pounds of hams, 65 pounds of crab meat and countless aspirins were consumed, the subject of marketing was comprehensively covered.

In his remarks, concluding the Symposium, General James M. Gavin, Chairman of the Board of Arthur D. Little, Inc. asked that the marketers retain a greater responsibility than mere selling. "We have a responsibility to improve conditions where we market," he said. The General touched on the subjects of science, technology and market affairs, ultimately relating them to world peace.

"Men who are interested in marketing have in their ranks scientists, technologists, and salesmen. Their responsibility in contributing to international good will, and ultimately to world peace is equally as great, and it cannot be given to anyone else."



EXCERPTS

Rostow on markets

. . . "As I have seen soft drink trucks roll into distant villages, I have often wished they had a trailer attached containing textiles, shoes, household equipment, flashlights, transistor radios, books and the other things the villagers would buy if prices were lower.

. . . "With a few exceptions, the developing nations of Asia, the Middle East, Africa and Latin America began their first purposeful stage of modernization by concentrating their efforts in two areas; the production of manufactured goods in substitution for consumers goods imports and the creation of basic infrastructure; that is, roads, electric power, ports, education, etc. Agriculture and the modernization of rural life were systematically neglected, yielding now a dangerous decline in per capita food production in some major regions.

. . . "In one developing country after another the perception is spreading that the next phase of development must be based on a systematic diffusion of the modern skills, now largely concentrated in urban areas, out into the countryside; on the making of efficient national markets; and, from this widened basis, on the generation of new lines of diversified exports which alone promise to earn the foreign exchange which the developing countries will need in the years ahead.

. . . "The modernization of rural life demands new and effective ways of getting to the farmer both the things he needs to increase productivity and the incentive goods for which he will work.

"The technical marketing problem from the city to the countryside consists in finding ways to lower the unit cost of distribution under circumstances where rural markets are scattered and the volume of any one commodity to be sold at any point is low. The most successful solution in developing countries is, of course, the marketing of beer and soft drinks. The volume of sales, however, is sufficient in this case to support regular truck deliveries even at low levels of rural income.

. . . "For the Soviet Union and much of Eastern Europe the problem is different. The next stage of development in those areas must be based not merely on a correction of agricultural inefficiency, but upon the turning of a relatively mature industrial complex to supply the things which people want when average income levels reach the point at which they now stand.

"If high rates of growth are to be resumed in the Soviet Union and in Eastern Europe, they will come about by some version of the economic and social revolution which we in the United States began in the 1920's and which began to grip Western Europe and Japan in the 1950's; that is, the revolution centered about the rapid diffusion of the automobile, durable consumers goods, suburban housing, and all the rest of the now familiar package.

" . . . This revolution is not to be understood in terms simply of industrial gadgetry. Behind the desire for a private automobile, a television set, a suburban house with a little grass and a fence, are two profound human desires which, from all we can thus far observe, are universal; namely, a desire for mobility . . . and a desire for privacy."

ARGENTINA

Coming out of the woods

General industrial advances bringing nation out of prolonged economic slump

The Argentine economy continued to recover from its lengthy recession during the second quarter.

Industrial output continued at a high level, sales were strong and markets firm. Some companies reported a slowdown in collections and weakening cash positions, but there was no let-up in the business tempo.

Market strength was manifested both in the basic industries such as steel, cement and chemicals, and in the consumer industries such as textiles, home appliances and furnishings. The automotive industry operated at an especially vigorous pace.

In the midst of general prosperity one major industry, the export meat packers, was in critical straits. Markets were available, but the problem lay in a squeeze resulting from the cattle shortage, with very high domestic cattle prices and low peso returns due to retention of export earnings, minimum prices, and an unfavorable exchange rate.

The packers suffered such heavy losses in 1964 and early 1965 that by July several had begun to suspend some operations. Since Argentina counts heavily on meat exports for foreign exchange earnings, the implications are serious.

The pharmaceutical industry is also dissatisfied. An April price control decree established criteria of allowable production costs for computation of the base on which a maximum profit can be calculated. The industry considers the criteria unrealistic, and is arguing vigorously for modifications.

Farmers favored

Agricultural developments during the second quarter were quite favorable from the viewpoint of the producer. The domestic price trend of Argentina's most important agricultural products, wheat and meat, was upward, with a spectacular rise in livestock prices.

The official estimate of 1964-65 wheat production is now 10.1 million metric tons, and could be revised upward again. Unofficial estimates forecast an 8 million ton crop for 1965-66. Corn production for 1964-65 is estimated at close to 5 million tons, and prospects are for a sharply increased planted area for the coming year.

The success in marketing Argentina's bumper wheat crop was a source of general satisfaction. The nation has sold or committed for sale approximately 7 million tons during the current marketing year.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Cost of living up

The June cost of living index, which measures the expenditures of a worker's family, was 26.3% above June 1964. Preoccupation with rising prices has intensified in both private and official sectors. Government spokesmen declared that the Administration is determined to contain inflation—which it intends to hold to 20% (annual average) in 1965 as against 22% (annual average) in 1964. Although the Administration was battling to hold down internal price rises, the business community anticipated substantial increases in operating costs and in the general price level.

With an industrial boomlet underway, Argentina's demand for imported raw materials and semi-processed goods was heavy. Imports remained well above the 1964 monthly average, despite Government measures to restrain them for balance of payments reasons.

One of these measures is the prior deposit requirement instituted in January. Reacting to strong overtures from manufacturers and exporters, the Government in April reduced the prior deposit requirement from 100 to 75% of the c. and f. value.

On June 24 it offered a further concession regarding imports of an extensive list of raw materials, authorizing exemption from prior deposit if the importer obtains a minimum of 180 days credit from the supplier and does not purchase foreign exchange futures to cover the transaction. Most established firms have declined to use this alternative procedure, preferring to make the prior deposit rather than assume the exchange risk over a half-year period.

Counter-trend

In contrast to the upward trend in raw materials, imports of machinery and equipment were declining, principally due to the Central Bank's stiff credit and payment term criteria established for approval of capital goods imports.

The Argentine Industrial Bank is now processing applications from local firms for credits under a joint Industrial Bank—Inter-American Development Bank (IDB) program for industrial machinery acquisitions. This program is intended to benefit small and medium-sized firms.

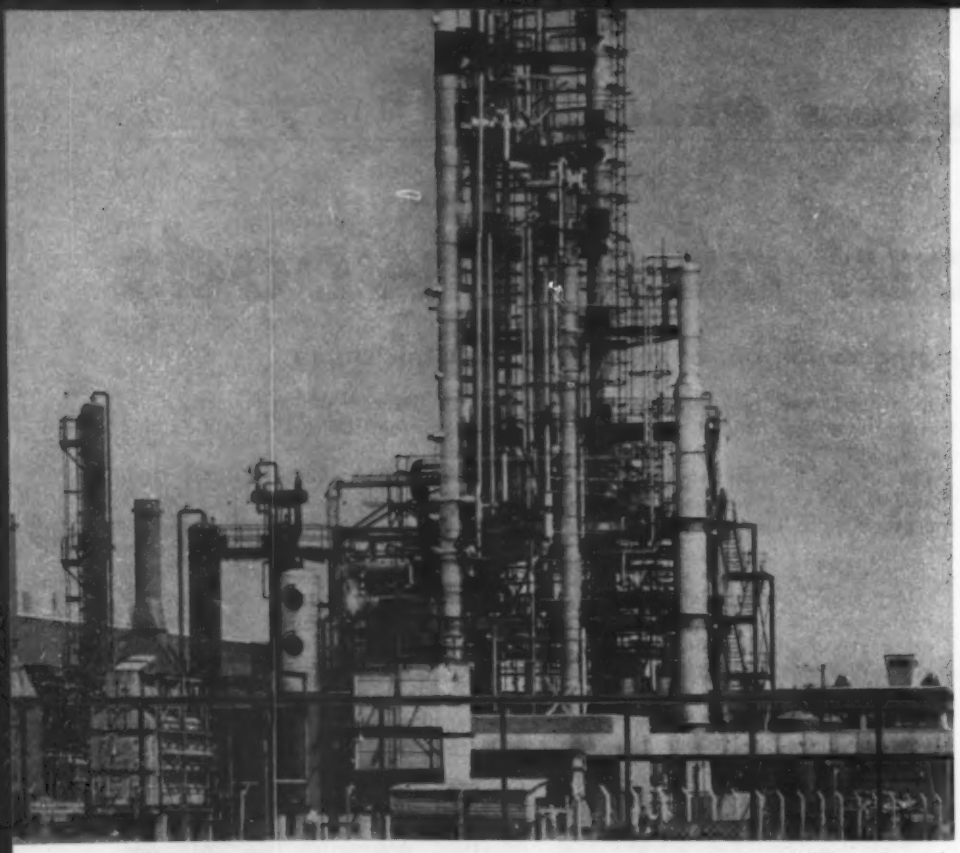
Imports under this program will not be subject to Central Bank financing criteria for capital goods imports.

Imports of crude oil and products rose from $23 million during the first 6 months of 1964 to $45 million during the same period of 1965, as a result of a drop in crude oil production and an increase in consumption.

Barring drastic government restrictions, monthly imports for the balance of the year do not appear likely to run below a monthly average of $95 million.

Continuing heavy grain shipments throughout 1965 should keep earnings from agricultural exports close to last year's mark, but earnings from beef exports are likely to drop sharply. Consequently, the 1965 export surplus may fall appreciably short of the $304 million balance predicted some months ago by Argentine officials.

For the first 6 months of 1965 Argentina had a favorable trade balance of



ETHYLENE purification unit of Industrias Petroquimicas Argentinas Koppers (IPAKO) at Ensenada.

$148 million, compared with $274 million for the same period last year. Exports of $731 million showed a decline of $21 million, while imports rose by $106 million to $583 million.

Trade missions

Inspired by Argentina's imposing wheat surplus and its growing needs for petroleum imports, various foreign trade missions visited Buenos Aires in the second quarter. Export deals generated by government initiative raised concern among private trade circles over the pronounced tendency to bilateral balancing, if not outright barter trading.

The biggest deal was concluded in early May with a Soviet trade mission. The Soviets undertook to buy one million metric tons of Argentine wheat, 700,000 tons for delivery this year, to be reciprocated in part by Argentine purchase of at least 750,000 metric tons of Soviet gas oil for delivery through April 1966.

Even larger grain purchases were proposed by a UAR mission in May and June, but at credit terms Argentina was unwilling to accept.

Argentina and the UAR signed a commercial agreement providing for reciprocal most-favored-nation treatment. A similar agreement was signed with Yugoslavia, together with an agreement under which Yugoslavia will extend a $10 million line of credit, through the Argentine Industrial Bank, for private purchase of capital goods. Trade discussions were also underway for Iranian petroleum.

Argentina and Italy signed letters of intent under which Italy would import $13 million of Argentine wheat (about 250,000 tons), to be balanced by imports of Italian aluminum by DINIE, an Argentine state enterprise, and of machine tools, business machines, oil field equipment, and railway equipment by Argentine subsidiaries of Italian firms.

Despite the bilateral nature of these trade developments, the Argentine Government remains committed to the principles of multilateral international trade. Moving forward with preparations for negotiating full accession to GATT the Government won Congressional approval of a tariff revision and the adoption of the Brussels Tariff Nomenclature, which should go into effect late this year.

Budget deficit reduced

First semester Treasury operations showed a marked improvement over the same period of 1964. Cash receipts exceeded last year's collections by 74.6% and expenditures rose by 15.8%, resulting in an operating deficit which, while still large, was almost 17% below the first half of 1964. The Treasury's outstanding obligations maintained their general December 1964 level.

Monetary expansion was moderately large during the second quarter, but nevertheless was at an appreciably lower rate than in 1964. For the first six months the Government was on target with respect to its projection of a 26% increase for the full year.

The decline in the rate of monetary expansion, especially considering the high rate of economic activity and higher costs, produced a relatively tight money market.

While the public seemingly possessed plenty of disposable funds, the banking community was having difficulty satisfying clients' loan requests.

Some debt relief

During the quarter Argentina undertook the renegotiation of its 1965 foreign debt, meeting with representatives of foreign banks and international organizations. These institutions reportedly agreed to postpone $103.7 million in payments maturing this year.

In later meetings in Paris, representatives of the governments comprising the so-called "Paris Club" agreed to refinance 60% of the Argentine obligations under discussion, the terms being two years grace and repayment over five years. The relief received through the Paris Club agreement has been tentatively set at $120 million.

Gold and foreign exchange reserves, including about $35 million in inconvertible holdings, rose slightly to an estimated $150 million by the end of the quarter. The fact that the increase was so small was largely accounted for by a $50 million outgo for foreign debt payment in June.

The Central Bank announced that the value of pending applications for exchange remittances for current account transfers totaled $140 million at end of May. The Bank stated that it would begin approving those requests which meet existing regulations once the bilateral agreements with the Paris Club countries become effective.

At the same time, however, it indicated that only half of the pending applications will be liquidated before the beginning of 1966.

The Government has made preparations for a new attack on the railway problem, with a view toward reducing the railway deficit now running at an annual rate of about $333 million. The new railway head promised gradual but progressive reforms over the next five years.

The initial reaction of railway labor

unions was generally unfavorable, especially with regard to the proposed reduction in the railway network. Except for the purchase of about 120 diesel electric locomotives, the railway plan calls for procurement of new integrated equipment from local industry resources. However, the plan envisages imports of components for rolling stock and traction material valued at approximately $250 million.

A Presidential decree signed during the quarter set up a fleet renewal program whereby the Argentine State Line (ELMA) is to receive nine new freighters between 1967 and 1969. A minimum of six of these ships will be built in local yards with financing by the Federal Government.

Port fees upped

Port and harbor fees were brought up to date and increased during the quarter. A decree published in April provided for a tenfold increase in tariffs for ships' entrance and light dues, which were last modified in 1952. Towage rates were adjusted upwards by 85%, and on July 1 substantial increases went into effect for various port services including wharfage and crane services.

Early in June the DINFIA aircraft factory, owned by the Argentine Air Force, signed a licensing contract with the Cessna Aircraft Corporation for the assembly and construction in Argentina of 500 Cessna-182's over the next five years. The contract provides for a progressive increase in the local content of the aircraft, starting with the assembly of units and terminating with a product which will be almost entirely national, except for the motor.

Hong Kong takes up tenpins

Hong Kong will become the 34th country to which American Machine & Foundry Company has introduced the tenpin sport since 1960 when a 40-lane AMF-equipped center begins operating in the Far Eastern British Crown Colony this fall.

AMF International is providing close to $500,000 worth of automatic pinspotters, lanes and related bowling equipment to the South China Athletic Association for the center.

Equipment for the inaugural Hong Kong bowling center will come from AMF manufacturing centers in four countries around the world—the machines from England, the pins from Sweden, settees, ball returns, scoring tables and balls from the U.S. and lumber for the lanes from Canada.

He picked just the right adviser to open the gate for foreign sales

Field office helps publisher of newsletter expand service overseas

One day in February 1963, a tall, lean man presented himself at the New York Field Office of the U.S. Department of Commerce in the Empire State Building.

He explained that for eight years his firm had been publishing a newsletter containing information about new products and new processes that were available for licensing. Hundreds of U.S. firms, large and small, had subscribed at $50 a year, thereby demonstrating its value.

He was seeking assistance in expanding his service overseas. Could the Department of Commerce help him?

It could and did.

Within 30 months, largely due to the information, help and guidance he received, Peter Hilton, founder and president of the Institute for New Products, Inc., has racked up this enviable record:

A Canadian franchisee who publishes and sells the New Product Newsletter, in identical format, throughout Canada.

Representatives sell the Newsletter in 16 countries to which it is airmailed from New York in English, leading up to the day when the volume of subscriptions in each country will warrant its publication there in the local language. Japan is the foremost among these with India and Pakistan running close behind.

Readership of the Newsletter is difficult to pinpoint since it has built into it a routing list so each copy is passed along to several individuals in a particular firm from president to plant manager. Its impact is measurable, however, since an item listed in this semi-monthly, 8-page publication invariably draws inquiries and responses in volume from all corners of the earth for months following its appearance.

Just the beginning

Hilton feels the surface has not yet been scratched in realizing his firm's potential overseas:

"Sixty dollars (air mail price from the U.S.) represents a big dollar outlay for many overseas firms, much as they may need and desire the information we provide. Thirteen dollars, or more, of this sum is often represented by postage alone. If our Newsletter was published for example in France, in French, the cost per subscription could be less than half the price we must ask —and the circulation could multiply geometrically.

"Second, only the principals in most overseas firms are sufficiently familiar with English to gain maximum benefit from our service. When it is published locally in the local language its effectiveness will be increased and its potential sale in each country vastly enhanced."

He cited a whimsical complaint from one of his subscribers in Athens, Greece: "We receive inquiries from all over the world when you report one of our patents in your Newsletter. Since we do not have the facilities for translation you enjoy in U.S., this sometimes presents problems —but happy problems!"

Traveling man

During the 30 months since he first visited the Empire State Building Office, in addition to a few trips to Toronto, Hilton has made two trips to Europe to personally pursue leads. Appointments had been arranged with commercial attaches at U.S. Embassies in London, Paris, Vienna, Rome, Copenhagen and Geneva. "The effectiveness, cooperation and downright hospitality," he said, "of our embassy staffs have been a revelation to me. They surpassed what I felt, as a businessman abroad, I had a right to expect. The contact they provided with local nationals created a sympathetic, interested climate for discussion and negotiation that I sincerely felt would have been difficult, if not impossible, to establish otherwise."

In 1966, he hopes to visit Japan, India, Pakistan, Australia, New Zealand, Israel and South Africa.

Four years ago, the Institute for New Products worked out with IBM a unique system for codifying new products and processes available for license by 40,000 different variables, thereby making them almost instantly retrievable. This is a minute version of the complex electronic system being worked out for the U.S. Patent Office.

It has served, however, to strengthen the Institute's foothold in its field and to help it justify its claim to having the largest privately held pool of patents.

ACHELOOS RIVER DAM keeps providing power to Greek industry despite political crisis gripping nation.

Greek political crisis highlights weak spots in nation's economy

Sharp rise in imports more than cancels out increased exports; confidence still not badly shaken, but businessmen are cautious

Although the Greek economy is continuing to expand at a satisfactory rate in terms of gross national product, various signs of growing strain are becoming more apparent. Moreover, the current political crisis effectively limits the Government's ability to introduce corrective measures.

Export receipts have increased over last year, but have been more than overbalanced by a sharp rise in the cost of imports. Industrial production has continued to rise, but at a much slower rate than a year ago. Textile and paper production is moving along well, but output has fallen off disappointingly in other categories, such as rubber goods.

The number of tourists visiting Greece has increased satisfactorily, but the amount of money they spend has not kept pace, because a good number of the visitors are budget-conscious.

It looks like an excellent year for the olive growers, but this favorable aspect of the agricultural sector is overshadowed by the nagging and expensive problem of wheat and tobacco surpluses.

Greece's international credit, both public and private, remained good in the first six months of 1965. Suppliers' credit terms continued to be liberal; the Public Power Corporation obtained sizeable loans from two American banks; the Export-Import Bank extended a line of credit to the Hellenic Industrial Development Bank (ETVA); and the World Bank indicated willingness to loan Greece $20 million for infra-structure development.

On the other hand, the domestic savings rate, which had been rising satisfactorily for a year or more, slowed considerably in the second quarter. Perhaps influenced by the political situation, it may have shown an actual decline in July.

Domestic bank credits rose at an increased rate, somewhat higher than the real increase in domestic output. Prices also continued to rise, with the effect particularly noticeable on the housekeeper's food budget.

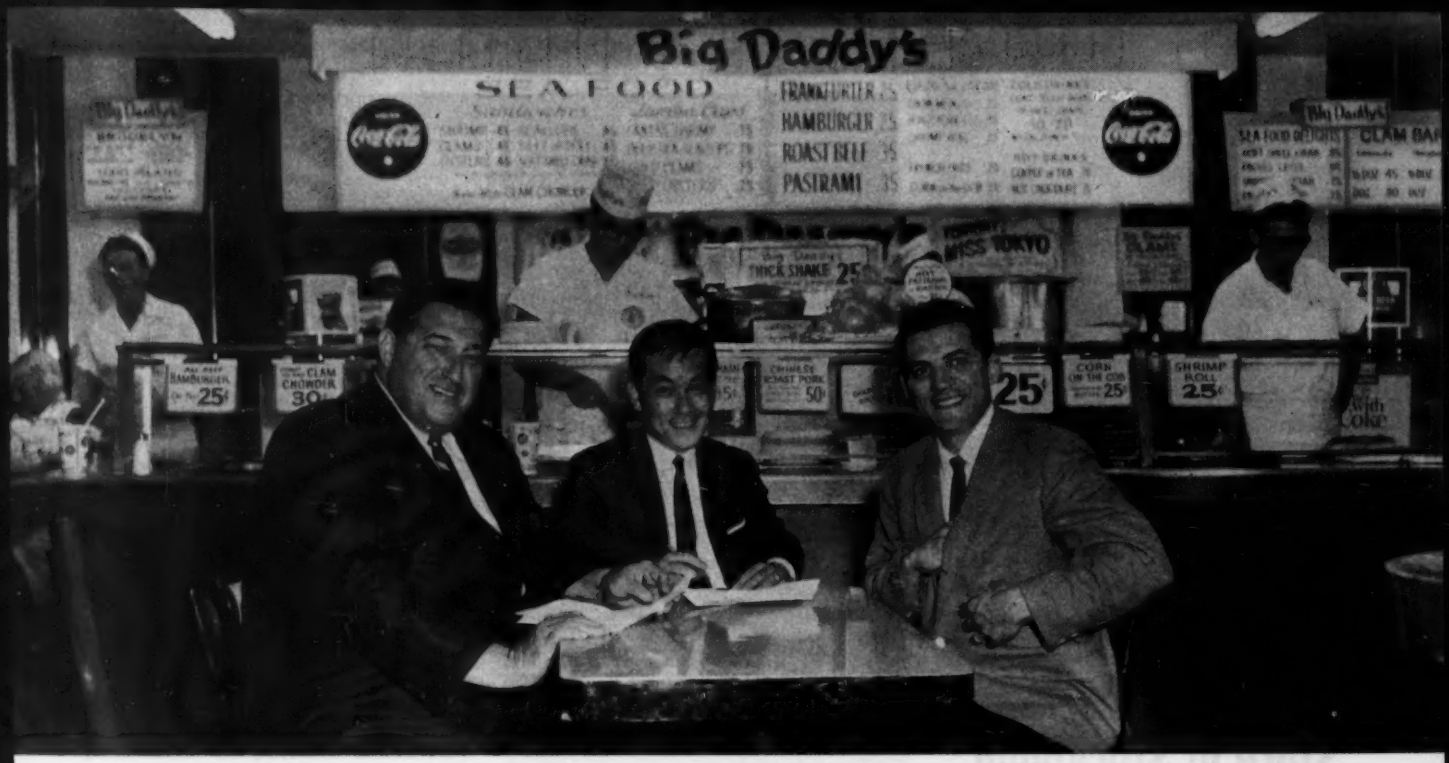
The worries of the Bank of Greece and the Ministry of Finance grew more acute during the second quarter. Government revenues have not risen at the projected rates, while expenditures increased. The Ordinary Budget surplus in 1965 will almost certainly be smaller than anticipated, and the funds available for the Investment Budget reduced accordingly.

On the external side, foreign exchange reserves have continued to fall, and probably amount to no more than a normal three months requirements. Predictably, sales of gold sovereigns jumped when the political crisis began. Firm action by the Bank of Greece seems, however, to have kept the sovereign situation under control.

Business confidence has apparently not yet been seriously shaken by the adverse trends in the Greek economy, but an increasingly strong element of caution has entered the picture, particularly in the investment area. This natural caution has been intensified by the recent political events and may be expected to become something stronger if a stable Government does not soon emerge.

A significant rise was registered in Greece's imports during the first five months of 1965. Total imports rose by 24.5% to a total of $411 million, with increases in all major categories, particularly capital goods, foodstuffs, and raw materials.

Greek imports from the U.S. during the five months (excluding donations under Title III of PL 480) totaled $83.3 million, up 61% over the January-May 1964 period, with very large gains recorded in all major categories. U.S. sales of capital goods (mainly electrical equipment) doubled to $21.7 million. Agricultural imports rose 62% to $27.7 million. Raw materials (mainly raw cotton and chemicals) increased 36% to $8.8 million. The manufactured consumer goods category (particularly metal products and pharmaceuticals) was up 25% to $14.3 million.



BIG DADDY HIMSELF, Bob Napp (at left), Yoji Nomaguchi and Murray Handwerker prepare for a banquet after signing the contract awarding Nomaguchi a franchise to build and operate a Tokyo drive-in restaurant patterned after the "Big Daddy" chain in the New York area. Store will import U.S. foods.

U.S. drive-in restaurant chain serves as model for Tokyo venture

Decor to follow U.S. version in all but kimono-clad hostesses

An American-type drive-in restaurant will soon be serving hot dogs and hamburgers with all the trimmings to Tokyo's "eat and run" set.

Bob Napp, founder and president of New York's "Big Daddy" chain, announced that he has given a franchise to Yoji Nomaguchi, general manager of the House of Japan Restaurant at the World's Fair, to operate a Big Daddy branch in the Japanese capital.

The "Big Daddy" chain will provide the blueprints and plans for decor and construction and will help train Japanese personnel in operating an American type Drive-In. Authentic American foods will be shipped to Tokyo.

Nomaguchi selected the "Big Daddy" chain as a means of introducing fast service and American type food into Japan.

Observing how popular the Japanese cuisine is with Americans, he decided the reverse could also be true. He traveled about the United States observing restaurants offering typical food at popular prices, and decided to emulate the "Big Daddy" self service chain. The self service policy enables such restaurants to offer quality foods at low cost.

Fortunately, the Tokyo branch will not be a complete imitation. While the American restaurants employ masculine countermen, Nomaguchi will stick to kimono clad waitresses in his Tokyo venture.

He expects the Japanese "Big Daddy's" to open in Tokyo sometime in 1966.

Expansion

Napp said he was so flattered by Nomaguchi's selection of his restaurant, that he offered the franchise free. "I'm a strong believer in promoting small business. We opened the first restaurant in the chain in June 1964. Since then, we have built two more, and plan to start another in the Bahamas."

Finland lifts import licensing requirements

In a move to reduce remaining nontariff trade controls, Finland has lifted import license requirements from 134 additional tariff items.

A large percentage of products entering Finland from the U.S. is now free of import licensing requirements. Most U.S. goods still subject to controls may be imported under global quotas.

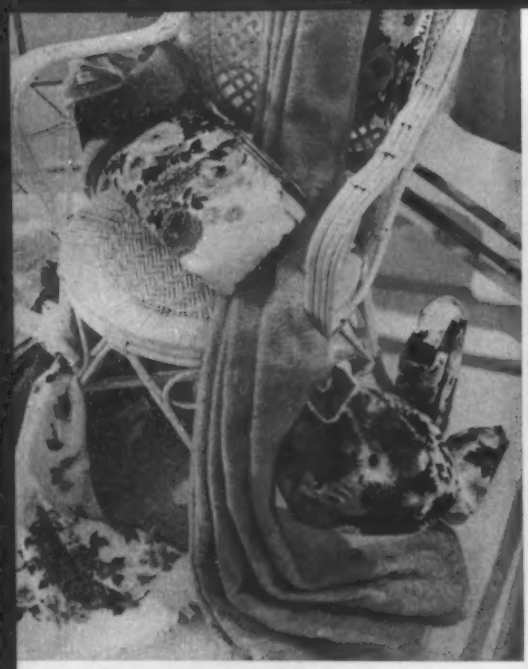
Newly freed items include certain foods, a number of textile articles, parts for pumps, and certain types of heavy electrical machinery. A detailed official list of the 134 items is not yet available.

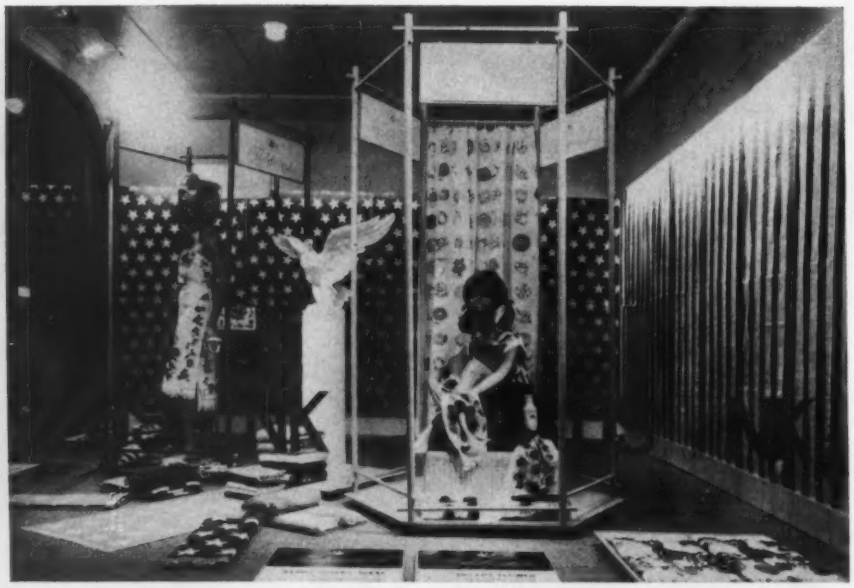
Brussels tariff system adopted by Nigeria

Nigeria has adopted the Brussels Nomenclature for use in its Customs Tariff.

Nigeria's introduction of the standardized Brussels system, which is currently being used in the customs tariffs of many other countries, will greatly assist exporters in identifying specific goods and duty rates in the Tariff.

In addition, use of the Brussels system should expedite the customs handling of goods, inasmuch as commodities can be identified and duties assessed more rapidly.





HOUSEHOLD GOODS in great variety were one of the features of the three-month-long promotion put on by one of Stockholm's largest department stores.

Store in Stockholm features and sells American products

Display runs for three months, brings in close to $1 million

Nordiska Kompaniet AB, one of Stockholm's largest department stores, recently promoted American products in a three-month-long show entitled "U.S. at N.K."

The U.S. Embassy in Stockholm called the display a "worthwhile trade promotional gimmick" and reported that purchases of American goods amounted to more than $900,000, about $560,000 more than was purchased in the same period a year ago.

"The store was pleased with the overall results and had a 12% increase in sales of all merchandise," said the Embassy. The company expects its purchases of American goods to continue at a rate 20-25% greater than that of last year.

Elias Swedberg, promotional director of NK, said the store undertook the program because Sweden was ready to buy far larger quantities of American consumer products.

The emphasis was on household goods, leisure time articles, sportswear and outdoor living equipment.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

LAUSANNE FAIR

Switzerland's annual Lausanne Fair, known as "Comptoir Suisse," is in progress (Sept. 11-26) in the Palais de Beaulieu.

Featured are displays of agriculture, industry and craft work, and several specialized presentations of agricultural machinery, light industry, radio and television, furniture and building, sports and camping equipment, photography and jewelry, the household arts (food and wine sampling) and interior decoration in its 38 halls.

Write: Swiss National Tourist Office, 10 West 49th St., New York, N.Y. 10020, Tel. 757-5944.

POULTRY EXHIBIT

An international poultry exhibition will be held in Kiev, U.S.S.R., Aug. 15-28, 1966. All foreign firms and organizations connected with poultry and egg production, handling and processing as well as manufacturing poultry industry equipment and materials are invited.

Write: Directorate of the International Poultry Exhibition, Kiev 85, U.S.S.R.

'America Comes to Thailand' in form of U.S. services

American products, services and investments that have contributed to the economic and industrial development of Thailand were on display recently at the Trade Center in Bangkok.

The American Chamber of Commerce in Thailand sponsored the show, called "America Comes to Thailand." Emphasis was placed on U.S. investment, technical know-how, production methods, merchandising and promotional programs which have created new lines of Thai-made products.

The show brought several favorable comments from exhibitors.

Robert Papazian, regional manager for ITT, said, "We made a major advance in two significant deals on the very first day of the show, including one we have been working on for over 18 months."

Norman W. Tucker, manager of Kodak (Far East), Ltd., said, "This is a most attractive show."

David C. Colville, manager, Bank of America Bangkok branch, said the show was "well conceived, particularly in the placement of exciting action displays on both the first and second floors."

The only on-floor retail sales during the show were in the Foremost booth where they introduced soft-service cream. This was permitted, the U.S. Embassy in Bangkok said, "to avoid an influx of otherwise disinterested visitors solely to obtain free samples." Sales were steady on the Aug. 25 opening day.

New AID study describes potential for mining investment in Thailand

Known reserves of minerals reported, suggestions outlined for promotion of geological exploration and mining techniques

Deposits of tin, antimony, zinc, gypsum and fluorite and other minerals offer opportunities for exploitation in Thailand by U.S. mining firms according to a 65-page study prepared for the Agency for International Development (AID).

The report, "Mining Resources and Mining Investment Potential in Thailand," is one of a number of such studies listed in the 10th supplement to AID's Index to the Catalog of Investment Information and Opportunities.

A summary of the study has been added to the over 1400 abstracts of other studies comprising the Catalog. Each study listed, as well as its abstract, is available to interested U.S. firms and individuals. A complete up-to-date Catalog is maintained at each of the Department of Commerce field offices and can be consulted at no charge by businessmen.

The mining study describes Thailand's known reserves of tin, antimony, zinc, gypsum, fluorite and other minerals, shows comparative world production figures, outlines governmental activity in the mining field, and offers suggestions on the promotion of geological exploration and investigation of appropriate mining and operating techniques.

Expansion in tin

According to the report, tin, although a principal export for 50 years, still offers opportunities for substantially expanded production, given proper technology, management and large scale private financing.

Antimony mining is new to Thailand. Its production involves complex problems and a gamble requiring high risk capital plus know-how, but the possible high return on low investment is considered worthy of consideration.

An interesting investment possibility is believed to exist in a three million ton deposit of zinc carbonate containing 35% zinc ore, and gypsum and fluorite deposits are considered worthy of further investigation. Other ores such as iron, manganese and tungsten are reported to offer possibilities of small scale exploitation.

Copies of the complete study are priced at $4, microfiche copies at 75 cents and abstracts at 35 cents. Orders for any of these documents should identify the study by title and the identification numbers "SIC 1000, Code 4/08/-02292" and be placed at the nearest Department of Commerce Field Office or mailed directly to: U.S. Department of Commerce, Clearinghouse for Federal Scientific and Technical Information, 410.14 Springfield, Va., 22151. Checks are to be made payable to "National Bureau of Standards—CFSTI."

No cost for Index

The Index to the Catalog of Investment Information and Opportunities is available upon request at no cost. This 40-page booklet and its supplements list the titles of over 1400 studies by country in one section and by industrial classification in another.

To obtain a copy of the Index and its supplements contact the nearest Commerce Department Field Office or **Write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523

LICENSING ARRANGEMENT

An industrial holding company for six engineering firms manufacturing pressings, sub-assemblies, and fully fabricated products in sheet metal, mild steel, stainless steel and aluminum is interested in a licensing arrangement with a U.S. company to produce gas-fired warm air heating equipment; prefabricated building components and fittings; special road, rail or sea goods containers; and light mechanical handling equipment for building materials.

Write: Associated Industrial Consultants, Marketing Division, Hadley House, 79 Uxbridge Rd., Ealing, London W5, England. WTD.

Honduran soap manufacturer requests U.S. assistance

A Honduran firm, operating a modern laundry soap plant, seeks a licensing or joint venture arrangement with an experienced U.S. soap maker to expand its present facilities into production of cake soap, detergents and other cleaning compounds.

According to the firm, any reasonable offer regarding contractual arrangements would receive consideration.

The firm also states that the Honduran Government will permit it to import machinery and equipment for expansion duty free for 10 years and exempt income taxes for five years. Reportedly, the Central American demand for cleaning compounds exceeds local supply.

Write: La Equitative de San Pedro Sula, S.A., 12 Calle S.O. N° 2, P.O. Box 33, San Pedro Sula, Honduras. WTD.

HEAT EXCHANGERS

Manufacturer of equipment and process plant for the chemical and allied industries is interested in collaborating with a U.S. company specializing in the design and manufacture of heat exchangers and allied equipment in special alloys and other metals.

Write: Powell Duffryn Chemical Engineering, Ltd., Springfield Rd., Hayes, Middlesex, England. WTD.

AUTOMATION EQUIPMENT

Manufacturer of special purpose and automation machinery for light engineering and automotive parts industry requests a joint venture and/or licensing arrangement for automation equipment, particularly that applicable to light engineering and the automobile industry, such as conveyors, loading and transfer machines and extractors.

Write: J. Simpson & Son, Moreton Rd., Round Green, Luton, Bedfordshire, England. WTD.

CAPACITORS

A British company, manufacturing fixed paper dielectric capacitors for power factor correction, motor start/run and energy storage, synthetic dielectric capacitors for electronic circuitry, would like a licensing arrangement with a U.S. company to manufacture capacitors utilizing plastic film dielectric techniques and related products.

Write: R.I.C. Capacitors, Ltd., Budds Lane, Romsey, Hampshire, England. WTD.

Indian textile equipment firm wants joint venture

A Bombay manufacturer of components for "Casablancas" high draft system equipment for textile spinning mills seeks a U.S. joint venture partner to substantially expand operations.

The proposed expansion calls for an additional investment of $4.41 million of which $2.31 million is needed from the prospective U.S. partner for imported machinery and equipment. The other $2.1 million will be supplied by the Indian firm to cover the cost of indigenous machinery and construction of new buildings.

According to the firm, current production, which is valued at $3.15 million, is sufficient to meet 30% of the components needed to equip 500,000 spindles a year with the "Casablancas" high draft system.

The expansion plans, which have been approved by the Government, call for production of 70% to 80% of the components needed to equip at least 1.5 million spindles a year. With the likely expansion in the Indian textile industry in the coming years, there is believed to be an adequate market to warrant expansion.

Write: Casablancas Gannon Engineering, Ltd., Hariali, Bombay-Agra Rd., Bombay 78, India.★

Finnish firm seeks license for cosmetics, household items

A Finnish manufacturer of cosmetic products would like to negotiate a licensing or joint venture agreement with U.S. manufacturers of aerosol-packed cosmetic, sanitary or household products.

The firm is reported to have modern aerosol filling equipment and is one of the largest manufacturers of cosmetic products in Finland. It also has its own wholesale distributing organization and a sales net covering the entire country.

Write: A/B Handelskompaniet, P.O. box 91, Turku, Finland WTD.

STRUCTURAL STEEL, CHEMICAL EQUIPMENT

A reputable Dutch manufacturer of steel structures seeks license from U.S. company to manufacture structural steel work, e.g. steel skeletons for factories, bridges, and other buildings; and equipment for the chemical industry, e.g. tanks, pressure vessels, conduits, drums, in steel and stainless steel types.

Write: N.V. Demy, 250 Rijksweg N, Geleen, Netherlands. WTD.

ELECTRONIC COMPONENTS

The largest Spanish manufacturer of domestic and industrial sewing, knitting and embroidery machines and electric motors seeks license to produce electronic and electromechanical components and systems for automatic control, instrumentation.

Write: Maquinas de Coser "ALFA," S.A., Eibar, Guipuzcoa, Spain. WTD.

INDUSTRIAL CHEMICALS

Licensing arrangements sought for production of acetates, chlorates, raw materials for plastic material production, cyanamid, fluorides, naphtenates, linoleates, resinates, oxides, hydroxides, peroxides, alkaline metals and by products, polymer and monomer.

Write: Socotecnic, 16 Rue de l'Industrie, Brussels, Belgium. WTD.

MECHANICAL PRODUCTS

Belgian manufacturer seeks licensing arrangement for the production of all kinds of mechanical products and articles used in the metal working industry.

Write: Etablissements G. Matheys, 36 Rue Gallait, Brussels, Belgium. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

U.S. among three nations signing investment pact

During August, the Convention on Settlement of Investment Disputes between States and Nationals of Other States, submitted to governments by the Executive Directors of the World Bank, has been signed by the Republic of Niger, the Central African Republic and the U.S.

There are now 10 signatories to the Convention.

Nigeria became the first country to ratify the Convention by depositing its instrument of ratification on Aug. 23.

The Convention will enter into force after signature and ratification by 20 States.

EQUIPMENT

A British manufacturer seeks a licensing and/or cross-licensing arrangement with a U.S. company to produce measurement relaying equipment, telemetering and standards equipment, industrial power drive and control equipment, domestic appliance control equipment and end products, transformers, magnetic amplifiers, convectors, test equipment and dispensers.

Write: Dynamo & Electrical Services, Ltd., Unity Works, Pearson St., Blackburn, Lancashire, England.

COMPONENTS

Manufacturer of electrical insulation and components in thermosetting and thermoplastic materials is interested in a licensing arrangement for production of insulating tubes, laminated stampings, glass fiber reinforced moldings, coil formers, bobbins and assemblies, or component parts involving plastics solely for the radio and television industries.

Write: Enalon Plastics, Ltd., South Premier Works, Drayton Rd., Tonbridge, Kent, England. WTD.

HOUSEHOLD APPARATUS

Manufacturer of washing machines and dryers seeks license or joint venture to produce fully automatic washing machines, centrifugal laundry dryers and extractors, or any other electric household apparatus.

Write: Robusta S.A., 41 Rue Corneille Peeters, Machelen, Belgium. WTD.

HEATING EQUIPMENT

A British firm is seeking a license to manufacture oil fired warm air heating equipment primarily for greenhouse and horticultural use.

Write: Newburn Air Heating Services, Ltd., 31 Bewdley Rd., Stourport-on-Severn, Worcestershire, England. WTD.

Prequalification bids invited by Colombia on hydroelectric plant

Four contracts to be awarded are valued at $14.7 million

The Institute of Water Works & Electrical Development, Carrera 13, No. 27-00, Piso 3, Bogota, will award four principal contracts for the construction of a hydroelectric plant on the Prado River, 140 miles southeast of Bogota. Interested bidders are invited to submit prequalification information.

Document 532.65 contains information on requirements for participation in tenders. This document must be completed and delivered to the Instituto before Sept. 30.

Copies of the document, in Spanish, may be obtained by firms located in the U.S. from The Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-4347.

The construction of the plant will comprise a mixed embankment dam 70 meters high with a total volume of 1,250,000 cu. meters, works for deviation of the Prado River and for water intake and conduction tunnel, two turbines, power house of reinforced concrete, interconnecting line system of 200 kilometers and four substations.

The above works will be divided into the following principal tenders:

Tender 215.10—Civil Engineering Works: Land dam and cofferdams. Deviation gallery and spillway for surpluses. Intake and pressure gallery. Power house and discharge area. Substation yard and complementary works. Estimated cost: U.S. $7.7 million.

Tender 215.20—Supply and Installation of Hydro-Mechanical Equipment: Floodgates, valves, pressure pipe. Estimated cost: US$1.6 million.

Tender 215.30—Supply and Installation of Electro-Mechanical Equipment for Power House and Substations: Turbines, generators, panels, auxiliary equipment. Transformation substations at Neiva, Girardot and Ibague. Estimated cost: U.S. $3.1 million.

Tender 215.40—Supply of Materials and Installation of Transmission Lines at 115 kv: Prado-Neiva and Prado-Girardot. Estimated cost: U.S. $2.3 million.

Tunisia requests bids on drugs and chemicals

The Director of the Pharmacie Centrale de Tunisie, Avenue Charles Nicolle, El-Menzah, Tunis, has issued tender No. MP1/66 for a total of 229 drugs and chemicals.

Bid deadline is October 20. Bids and correspondence are requested in French.

Some of the drugs desired are: Acetylsalicylic acid, 18,000 kilos; balsam of Peru, 15 kilos; bismuth subgallate, 20 kilos; white cornstarch, 3,100 kilos; salicylic acid (fine powder), 220 kilos; calicum bromolactobionate, 150 kilos; bismuth subnitrate, heavy, 600 kilos; crystalized chloramphenicol base, 150 kilos; chloramphenicol palmitate, 200 kilos; chlortetracycline hydrochloride (micronized powder), 150 kilos; crystalized chlortetracycline hydrochloride, 200 kilos; anesthetic ether, 100 liters; paraffin oil, 2,000 kilos; castor oil, 2,000 kilos; isonicotinic acid hydrazide, 1,500 kilos; lactose, 2,500 kilos; lanolin anhydride, 4,500 kilos; piperazine citrate, 500 kilos; sulfadiazine, 1,000 kilos; sulfaguanidine, 1,000 kilos; progesterone, 1,500 kilos.

A copy of the tender, in French only, may be obtained by firms domiciled in the U.S. on a loan basis from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C.

Various equipment needed for saltworks in Greece

Greece's Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens, is inviting bids for various equipment for four saltworks.

Included in the tender, No. B/599/65, are two carriages for wagons hauling (locomotive), mechanically driven, capacity 2½ tons; one locomotive for wagons hauling, mechanically driven, capacity 1¼ tons; two 80 hp. diesel engines; one 40 hp. diesel engine; one 20 hp. diesel engine; two propeller pumps (helicoidal), capacity 1800 m³/hour; one centrifugal pump, capacity 400-500 m³/hour; one contrifugal pump, capacity 1200 m³/hour; and one centrifugal pump, capacity 250 m³/hour.

Bid deadline is Sept. 29.

A copy of the specifications is available on loan to firms domiciled in the U.S. from the G.I.E. & C. Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Iraq seeks bids on two HF radio transmitters

The Directorate of Planning & Projects, Ministry of Culture & Guidance, is inviting offers for the supply and installation of two 100 kw. HF broadcast transmitters.

The project will include installing the two new transmitters in the existing transmitting center at Selman Pak, about 30 km. Southeast of Baghdad, while removing two existing combining units and utilizing as much as possible of the connections for the new transmitters. The site is available for inspection by prospective bidders.

The deadline for offers under this request is Sept. 30 at the Offices of the Directorate of Planning & Projects, Baghdad. Copies of the specifications and tender documents may be obtained from the issuing authority against payment of $14 per copy, plus $2 for air mail charges to the U.S.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

Preliminary survey bids invited by Ceylon on 34 harbors for fisheries

The Ceylon Fisheries Corp. is inviting preliminary investigation bids for the construction of 34 fisheries harbors.

Construction will include two "grade A" harbors with a draft of 20-25 feet in the Trincomalee and Galle area suitable for accomodating deep-sea fishing craft such as tuna boats and trawlers, 12 "grade B" harbors with a draft of 10-12 feet suitable for accomodating about 200 coastal fishing boats of 11-80 tons and 20 "grade C" harbors with a draft of 6-7 feet suitable for accomodating about 200 3½-ton mechanized boats.

Preliminary investigations will consist of a complete hydrographic survey, studies of the sediment transport and littoral drift, measurement of wind and waves and soil and sub-soil investigations. Upon completion of these investigations, a firm will be selected to design the harbors, prepare specifications and tender documents.

The Corporation estimates the investigations, designs and other work should be completed withn three years and the expenditure on the investigations will be $631,000.

The Corporation is not presently in a position to furnish detailed plans to assist interested firms in making their offers; however, it will give assistance to firms which prepare to send representatives to Ceylon to study the Corporation's call for bids, but will not meet any expenses incurred on such visits.

Inquiries and offers are to be addressed to the Vice Chairman, Ceylon Fisheries Corp., P.O. Box 258, Colombo. No specified closing date has been set for submitting bids.

A copy of the Corporation's letter giving some additional information is available to interested firms or consultants located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-3601.

Kuwait invites construction bids on $1 million building

The Government of Kuwait is seeking interested bidders, who are registered with Kuwaiti contractors, for construction of $1 million building. The building will house a short wave transmitting station.

Bid deadline is Oct. 23.

Specifications are available from the Government of Kuwait for a fee of $308. The bidder's guarantee on this project will be $54,000.

UAR extends bid deadline

The Yemen Company Egyptian General Petroleum Corp., 44 Messaha St., Dokki, Cairo, has extended the bid deadline for various refinery equipment to be installed at Hodieda and Sanaa from Aug. 21 to Oct. 2. (INTERNATIONAL COMMERCE, June 14, p. 76).

Pakistani firm seeks bids on machinery and equipment

Jaffer Brothers Lt., Jaffer Chambers, Victoria Rd., Karachi 3, Pakistan, requests quotations on an assortment of machinery and engineering equipment for use by the Light Engineering Service Centre, Gujranwala. The list includes:

Measuring and inspection instruments such as an optical pyrometer suitable for taking temperatures of steel melting furnaces, a tachometer for measuring rotational speeds, a differential chain block, a straight edge.

Portable electrical testing instruments for industrial use: voltmeter, ammeter, watt meter or combined model of all three, insulation tester, earth tester, reactive factor meter, ammeter for power line, combination bridge, circuit tester.

Universal optical hardness tester and special accessories; film thickness tester for checking paint and varnish.

Spring testing machine for tension and compression tests.

Equipment for foundry sand testing laboratory.

Surface table, surface plates.

Sanding machine for woodworking shop, to be used for sanding wood patterns.

Equipment for pattern shop, including portable sander and accessories.

Mechanics' hand tool sets, complete with spanners, pliers, wrenches, hammers.

Electric heat treatment furnace.

Tap drilling machine, bench type.

Rectifier for electroplating plant.

Calculating machine, adding machine.

Projectors: 16mm. movie projector, slide projector, epidiascope for projecting opaque objects and transparent slides.

Tool steels of various descriptions.

Requests for a detailed listing, with specifications on individual items, may be directed to Jaffer Brothers at the above address.

Turnkey bids invited on Nigerian power station

The Secretary, The Electricity Corporation of Nigeria, 24-25 Marina, Lagos, invites bids for the manufacture, supply, delivery, complete erection, testing and maintenance for two years, of a 20 mw power station situated at Kaduna in Northern Nigeria.

Bid deadline is Oct. 26.

Bidders are expected to submit offers for the complete project, which includes all civil works, mechanical erection and electrical installations. The work is to be executed as a turnkey contract.

Copies of tender documents are available from the above authority or from the London Representative, The Electricity Corp. of Nigeria, York House, 5th Floor, Westminster Bridge Rd., London, S.E. 1.

Uruguay extends bid deadline

The Ministerio de Ganaderia & Agriculture, Montevideo, has extended the bid deadline for the aerial photographic survey of Uruguay from Aug. 30 to Sept. 27. (INTERNATIONAL COMMERCE, Aug. 16, p. 27).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

ITALY—Wheat, corn, rye, oat, barley, soybeans. Direct purchase and agency. Rossi Giuseppe (wholesaler, importer, exporter), Corso Indipendenza 40, Casale Monferrato (Alessandria). WTD 8/26/65.

019 Commercial farms

BELGIUM—Grass and corn seeds; gramineous "Alexandria" clover. Direct purchase and/or agency for Belgium. Etablissements G. Materne (importer), 54 Rue de Huy, Waremme. WTD in preparation.

201 Meat products

BELGIUM—Small game, refrigerated. Direct purchase and/or agency for Belgium, France, Luxembourg. Emile Falise (importer, exporter, retailer, wholesaler), 31 Grand Rue, Rance. WTD in preparation.

202 Dairy products

MOROCCO—Evaporated canned milk, powder milk, cheese, butter, all kinds of milk products. Albert Bengio (importer, wholesaler, exporter), 40 Rue Quevedo, Tangier. WTD 8/18/65.

TRUCIAL STATES—Condensed and evaporated milk. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

203 Canning, preserving foods

BELGIUM—Food products, canned, dehydrated, all kinds; grapefruit juice. Direct import and/or agency for Belgium, France, Luxembourg. Emile Falise (importer, retailer, wholesaler, exporter), 31 Grand Rue, Rance. WTD in preparation.

MOROCCO—Preserved foodstuffs, jams, vegetables, sea foods. Albert Bengio (importer,

wholesaler, exporter), 40 Rue Quevedo, Tangier. WTD 8/18/65.

SWEDEN—Coffee, high or medium priced for food stores; direct purchase and agency. Triangel Kaffe AB (distributor) Kvartersgatan 3B, Goteborg C. WTD 8/20/65.

TRUCIAL STATES—Canned fruits, vegetables, preserves, jams, jellies; other canned foodstuffs, all kinds. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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204 Grain mill products

JORDAN—4,000 tons rice, type "NATO", in 100 lb. bags; 3,000 tons shelled yellow corn. Wahbe Tamari & Sons (importer, wholesaler), P.O. Box 355, Amman.

★★ THAILAND—Trade Mission

Complete line of feed for poultry, dairy, cattle, house, swine. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12G.

TRUCIAL STATES—Wheat flour. Hamil bin Khadim Al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

208 Beverage industries

AUSTRALIA—Food additives, flavorings, essences. Direct purchase and agency. Mr. J. C. Sanford, Crown Chemical Co. Pty. Ltd. (importer, exporter, wholesaler, manufacturer, agent), 36/42 Burrows Rd., Alexandria, N.S.W. WTD 8/23/65.

209 Food preparations

BELGIUM—Dietetic foods, all kinds. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. Copharm S.A. (importer, exporter, manufacturer, wholesaler), 71-73 Rue de Waelhem, Brussels 3. WTD 5/7/65.

220 Textile mill products

BELGIUM—Printed and other textiles of wool, rayon or other synthetic fiber for making women's dresses, blouses, coats. Direct purchase or agency for Belgium, Luxembourg, Netherlands, Germany. Requests replies in French. Badec S.A. (importer, exporter, wholesaler), 57 Blvd. Leopold II, Brussels 8. WTD in preparation.

Drapery fabrics, upholstery, wool, cotton, rayon. Direct purchase and/or agency for Belgium. Euro-Domi S.P.R.L. (importer, agent), 6 Blvd. du Jardin Botanique, Brussels. WTD in preparation.

CYPRUS—Importers, manufacturers, distributors seek to buy textile clearance lines. Chopourian Bros., 149 Hermes St., Larnaca. WTD 6/17/65.

MALAWI—Textiles, including cottons, suitings, twills, cords; direct purchase and agency. Messrs. Joshi Agencies (manufacturers' representative, indent agent), P.O. Box 196, Blantyre.

★★ THAILAND—Trade Mission

Piece goods: cotton, artificial fiber, men's shirtings, cotton fabrics for ladies' dresses; bed sheets, pillow cases, other cotton bedding items. Charoen Store (importer, wholesaler, retailer), Changmoi Rd., Chiengmai. WTD 8/5/65. TM 10.

221 Broad woven fabric mills, cotton

IRAQ—Cotton piece goods for shirts, dresses (samples requested); hand and bath towels; sheets, pillow cases. Iraq Stores Co. (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

230 Apparel

AUSTRALIA—Clothing for skiing, other winter sports. Direct purchase and agency. Alpine Holdings Pty. Ltd. (importer, distributor), Box 647, G.P.O., Sydney, N.S.W. WTD 3/16/65.

BELGIUM—Haberdashery; trimmings; hosiery; knitted underwear, cotton. Agency and/or direct purchase for Belgium. Etablissements Thoumsin S.A. (importer, wholesaler), 43 Rue Moris, Brussels. WTD in preparation.

SWEDEN—Women's underwear, sports clothes. Direct purchase and agency. AB La Rami (retailer), Kullagatan 23, Halsingborg. WTD 8/19/65.

★★ THAILAND—Trade Mission

Men's underwear, socks; women's underwear. Khazan Singh Awtar Singh, Jaspal Store (importer), 324 Phahurat Rd., Bangkok. WTD 6/18/65. TM 50.

234 Women's, misses', children's, infants' under garments

IRAQ—Children's and infants' underwear, nightwear. Iraq Stores Co. (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

236 Girls', children's, infants' outerwear

IRAQ—Girls', children's and infants' dresses, blouses, waists, shirts. Iraq Stores Co. (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

ISRAEL—Children's western and cowboy clothing. Requests catalogs, price lists. Direct purchase and exclusive agency. Eckman Ltd. (importer, retailer, agent), 85 Allenby Rd., P.O. Box 1019, Tel Aviv. WTD 1/12/65.

239 Fabricated textile products

★★ THAILAND—Trade Mission

Shower curtains made of plastic; materials to make shower curtains. Khazan Singh Awtar Singh, Jaspal Store (importer), 324 Phahurat Rd., Bangkok. WTD 6/18/65. TM 50A.

TRUCIAL STATES—Tarpaulins. Hamil bin Khadim Al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

251 Household furniture

BAHRAIN—Household furniture and fixtures, all types. Bahrain Estate Co. (importer, retailer, wholesaler), P.O. Box 64, Manama. WTD 8/11/65.

252 Office furniture

BELGIUM—Desks, cabinets, other office furniture. Direct purchase or agency for Belgium. Eurofi S.A. (importer, wholesaler, agent), 39 Rue A. Hennebicq, Brussels 6. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: RDE-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

253 Public building furniture

BELGIUM—Furniture and equipment for schools, public buildings, drafting offices. Direct purchase or agency for Belgium. Eurofi S.A. (importer, wholesaler, agent), 39 Rue A. Hennebicq, Brussels 6. WTD in preparation.

254 Partitions, shelving, lockers

BELGIUM—Movable partition walls, all kinds, metal, wood, prefabricated, demountable. Direct purchase for Belgium. Armeal S.A. (importer, agent, manufacturer), 207 Avenue Louise, Brussels. WTD in preparation.

262 Paper mills, products

BELGIUM—Paper and cardboard, all kinds. Direct purchase for Belgium. Papeteries Robert Vecray S.P.R.L. (importer, wholesaler), 4-6 Rue de l'Abattoir, Brussels 1. WTD in preparation.

BRAZIL—Newsprint. Direct purchase and agency. Importadora Andrews Ltda. (agent), Rua da Alfandega 111-A, 5° andar, sala 507, Caixa Postal 381 ZC-OO, Rio de Janeiro ZC-OO, Estado da Guanabara. WTD 8/24/65.

ISRAEL—Capacitor tissue for manufacture of electrical condensers. Requests prompt offers. K.M.A. Condensers & Electronics (manufacturers), Kibutz Lohamej Hagetaot, Mobile Post Oshrat. WTD 3/18/65.

264 Converted paper, paperboard products

★★ THAILAND—Trade Mission

Wall paper. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13F.

TRUCIAL STATES—Stationery, all kinds.

Hamil bin Khadim Al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

277 Greeting card manufacturing

BELGIUM—Greeting cards, post cards, Christmas cards. Direct purchase for Belgium. Papeteries de Fleurus (manufacturer, importer), 13 Rue Jh. Lefebvre, Fleurus. WTD 8/25/65.

281 Industrial chemicals

ALGERIA—Potassium chloride (60%), potassium sulphate (50%), to be used as fertilizer; 10,000 tons annually on continuing basis. Requests replies in French. Etablissements Leotard, 23 Rue Auber, Algiers. WTD in preparation.

● **IRAQ**—Supply of chlorine and chlorine containers, quantity not specified. Tender No. S/5, bid deadline Oct. 19. Terms and specifications may be obtained for $8.40 per copy, plus airmail charges to the U.S. from Directorate General of Sewerage Board, Ministry of Municipal & Rural Affairs, Baghdad.

ITALY—Raw materials for cosmetics. G. B. di Boano Giovanni (manufacturer), Via Torricelli 60, Turin. WTD 8/26/65.

★★ TAIWAN—Trade Mission

All kinds of spices and compound spices; complete line of spices, flavors, oils. Champion Perfumery Co. (manufacturer), 92, Kai Feng St., Section 1, Taipei. WTD 8/16/65. TM 192A.

★★ THAILAND—Trade Mission

Bulk chemicals and industrial chemicals. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12F.

282 Synthetic materials

FRANCE—Synthetic resins and plastics materials, such as silicones, polyesters. Synthetic and other man-made fibers. Consortium International Pharmaceutique & Chimique (commission merchant), 9 Rue Lincoln, Paris 8. WTD 6/13/65.

Cellulosic manmade fibers. Tissaverre (manufacturer, importer), 62 Rue Pierre Charron, Paris 8. WTD 7/22/65.

283 Drugs

BELGIUM—Pharmaceutical preparations, all kinds, including dietary supplements. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. Copharm S.A. (importer, exporter, manufacturer, wholesaler), 71-73 Rue de Waelhem, Brussels 3. WTD 5/7/65.

● **CEYLON**—Water for injection and other medicinal chemicals as follows: Water for injection x 10 cc, 4,000,000 ampoules; methoxamine hydrochloride x 1 cc, 150,000 ampoules; aminophylline for intravenous use 250 mg in 10 cc, 150,000 ampoules; gallamine triethiodide, 4% in 3 cc, 20,000 ampoules; succinyl choline chloride, 100 mg in 2 cc, 40,000 ampoules; cortisone acetate 20 cc (25 mg per cc), for intramuscular injection, 25,000 vials; chloroquine sulfate, 0.2 gm or chloroquine phosphate 0.25 gm (each tablet containing 0.15 gm chloroquine base), 1,000,000 tablets; cetrimide powder x 500 gm, 1,800 tins; mersalyl x 1 cc, 350,000 ampoules; and elixir of piperazine citrate, strength—4 mls., 10,000 imperial gallons by volume in half gallon glass bottles. Bid deadline Nov. 16. Department of Health, Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

GERMANY—Vitamins B6 and B12; riboflavin, feed grade; rutin; other fine chemicals for pharmaceutical industry. Direct purchase and agency. G. C. F. Techow GmbH (importer, wholesaler, sales agent), Rathausstrasse 12, Hamburg 1. WTD 7/16/65.

● **IRAQ**—5,000 sets of irradiated normal human plasma dried. Each set consists of two bottles, one containing 250 cc of pooled original plasma, the other containing 250 cc pyrogen-free sterile 0.1% citric acid solution in distilled water and one double ended needle. Each set should be packed in a carton box and each bottle should be marked with the words in Arabic (Iraq Ministry of Health). Tender No. MOH/20/65, bid deadline Sept. 30. General Drugs & Chemicals & Imports & Distribution Co. (KIMADIA), British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3394).

ITALY—Medicinal specialties and pharmaceutical preparations. Direct purchase and agency. Courtois (manufacturer, exporter), Via B. Vittone 14, Torino. WTD 8/26/65.

Vitamins, hepatic extracts, hormones, other raw material for preparation of medicinal specialties. Requests replies in French. Boniscontro & Gazzone (manufacturer), Corso Racconigi 23, Torino. WTD 8/26/65.

★★ THAILAND—Trade Mission

Pharmaceutical products, all kinds; veterinary pharmaceuticals, supplies; feed concentrates, vitamin mineral premixes for poultry and other farm animals. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12C.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Specialty cleaning products for industrial purposes. Etablissements Crauwels, 46 Hilda Ramsstraat, Berchem, Antwerp. WTD 8/25/65.

ITALY—Perfumes, cosmetics. Zaccone Profumi di Argal (manufacturer, wholesaler), Piazza Carlo Emanuele II, Torino. WTD 8/26/65.

TRUCIAL STATES—Perfumes, all kinds. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

285 Paints, varnishes, lacquers, enamels

★★ IRAQ—Trade Mission

Paints for wood and masonry. S. Y. Allos & Bros. (importer), Ahrar St., Basra. WTD 8/7/65. TM 132.

287 Agricultural chemicals

★★ THAILAND—Trade Mission

Agricultural insecticides, pesticides, fungicides; fertilizers. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12.

Insecticides, new products to kill flies, mosquitos, gnats, cockroaches. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13H.

289 Chemical products

AUSTRALIA—Essential oils for perfumes. Direct purchase and agency. Mr. J. C. Sanford, Crown Chemical Co. Pty. Ltd. (importer, exporter, wholesaler, manufacturer, agent), 36/42 Burrows Rd., Alexandria, N.S.W. WTD 3/16/65.

★★ THAILAND—Trade Mission

Lead frits. Thai Celadon Co., Ltd. (manufacturer, exporter, wholesaler), P.O. Box 93, Chiengmai. WTD 8/5/65. TM 59.

291 Petroleum refining

● **KOREA**—150 drums Av-gas 100/180 Oct.; 200 drums Av-gas 80/87 Oct.; 6 drums Lub-oil, LAD; 6 drums Lub-oil, SY1065. Invitation No. KFX-1507-S, bid deadline Sept. 22. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2421).

● **TURKEY**—Jet fuel, 100,000 tons grade JP-4 (F.40) requirements of Ministry of National Defense; 7,000 tons to be delivered at Antalya by Oct. 4; an additional 10,000 tons at Iskenderun on Oct. 18. Delivery dates and places for remainder will be determined later on basis notices to be given one month before delivery. Bid deadline Sept. 15. Petrol Ofisi Genel Mudurlugu, A.N.T. Reisligi, Adakale Sokok 89, Ankara. Terms and specifications being translated from Turkish to English will be available from issuing authority. Specifications available in Turkish only.★ (Telephone: 202-WO 7-2421).

306 Fabricated rubber products

BELGIUM—Fountain syringes, ice bags, other druggists' and medical sundries. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. Copharm S.A. (importer, exporter, manufacturer, wholesaler), 71-73 Rue de Waelhem, Brussels 3. WTD 5/7/65.

307 Plastic products

IRAQ—Household plastic ware, all kinds. Iraq Stores Co. (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

PORTUGAL—Plastic sheeting, including sueded vinyl, for manufacture of women's handbags, purses, billfolds, suitcases, related lines. Antonio Jorge (manufacturer), Rua de S. Nicolau, 5-1°, Lisbon 2. WTD 8/23/65.

322 Glass, glassware

BELGIUM—Tubing, glass, fluorescent. Direct purchase for Belgium. Armeal S.A. (importer, agent, manufacturer), 207 Avenue Louise, Brussels. WTD in preparation.

FRANCE—Fiber glass yarn. Tissaverre (manufacturer, importer), 62 Rue Pierre Charron, Paris 8. WTD 7/22/65.

IRAQ—Household glassware, all kinds. Iraq Stores Co. (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

ITALY—Glass tableware, kitchenware, art glassware. Maffioli Eugenio (importer, retailer, wholesaler), Via Saffi 7, Casale Monferrato (Alessandria). WTD 8/9/65.

326 Pottery, related products

● **INDIA**—Supply of 75 sets of 220 kv double suspension insulator strings with 18,000 lb. strength capability, associated yokes, fittings; also 50 sets with strength capability of 42,000 lb. Tender No. DDG-3916-G-50, bid deadline Sept. 23. Chief Engineer (Construction), Design Directorate Generation, Punjab State Electricity Board, 10-B Model Town, Patiala, Punjab.★ (Telephone: 202-WO 7-4242).

ITALY—China tableware, household pottery. Maffioli Eugenio (importer, retailer, wholesaler), Via Saffi 7, Casale Monferrato (Alessandria). WTD 8/9/65.

328 Cut stone products

NETHERLANDS—Granite surface plates for sale to metal, electrical and technical industries engaged in production of precision equipment. Exclusive representation for West European countries requested. Direct purchase and/or agency. N.V. Mytri (importer, sales agent, exporter), 303 Deventerstraat, Apeldoorn. WTD 8/4/65.

331 Steel mill products

● **BURMA**—Wire, bright hard drawn: 180 tons 15 BWG; 455 tons 14 BWG; 1,500 tons 13 BWG and 1,265 tons 11 BWG. Tender No. 80/SAMA/2/65, bid deadline Sept. 30. Divisional Manager, Industrial Raw Materials Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Mild steel flats and plates: approx. 2,700 tons, size range ¼″x⅛″ to 24″x¾″. Tender No. 109/CS/64-65/Govt., bid deadline Sept. 30. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Equal angles: 1,600 tons, size range 1″x1″x ⅛″ to 6″x6″x½″. Unequal angles: 440 tons, size range 2″x1½″x¼″ to 6″x4″x⅝″. Tees: 116 tons, size range 1¼″x1¼″x¼″ to 2½″x 2½″x¼″. Tender No. 111/CS/64-65/Govt., bid deadline Sept. 30. Division Manager, Construction Stores No. (1) Division, People's Sotres Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● C.F. bars: 151 tons, size range 1″ to 3″ dia.; C.R. sheets: 651 tons size range 4′x8′x24 ga. to 1/16″; 62 tons blue planished sheets 3′x6′ to 8′x22 ga. Tender No. 79/SAMA/2/65, bid deadline Sept. 20. Divisional Manager, Industrial Raw Materials Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

FINLAND—Stainless steel tubing, plates, related items for use in metal-working industry. Requests full details, prices, terms. Direct purchase or agency. Ris-Ko Oy (commission agent, importer, wholesaler), Bulevardi 12, Helsinki. WTD 3/29/65.

335 Rolling, drawing, extruding, of nonferrous metals

BELGIUM—Electrical cables, accessories. Direct purchase or agency for Belgium and Luxembourg. Ets. A. J. Valentin s.p.r.l. (importer), 76 Rue des Foulons, Brussels. WTD 6/29/65.

FINLAND—Steel-aluminum cables, underground cables, other conductors of electricity. Requests brochures, prices, terms. Direct purchase or agency. Tuottajain Kone Oy (importer, wholesaler, agent), Kaisaniemenkatu 10A, Helsinki. WTD 7/2/65.

● **IRAQ**—200 kilos of titanium; 100 kilos of insulating sheets on textile base of 6 mm. thickness; and 100 kilos of flax thread No. 18/3. Tender No. 65/Prod/4/13, bid deadline Oct. 16. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents free of charge from the Military Attache, Iraqi Embassy, 3510 Garfield St. NW., Washington, D.C.

● 30,000 kilos of lead rods (98% Pb, 2% Sb) 0.240″ dia. ± 0.001″ for 0.303″ bullets to B.S.T.A. 7 L.A. 3. Tender No. 65/Prod/1/23, bid deadline Oct. 16. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents free of charge from Military Attache, Iraqi Embassy, 3510 Garfield St. NW., Washington, D.C.

342 Cutlery, hand tools, general hardware

BELGIUM—Cutlery, all kinds, for butchers, hotels, restaurants. Direct purchase or agency for Belgium and Luxembourg. Requests replies in French. Ets. L.A. de Rycke (importer, wholesaler, retailer, agent), 44 Rue de la Chapelle, La Calamine. WTD in preparation.

Cutlery, hand tools, builders' hardware, other hardware for home use and building construction. Direct agency or purchase for Belgium, Luxembourg, The Netherlands. V. Mallentjer (importer, wholesaler, agent), 65 Rue de la Limite, Brussels 3. WTD in preparation.

Hand tools, accessories for garages, filling stations. Direct purchase and/or agency for Belgium and Luxembourg. Etablissements Pierre Caris S.P.R.L. (importer, agent), 132 Chaussee de Mons, Zellik. WTD 2/3/64.

Nail clippers. Direct purchase for Belgium and Luxembourg. Louis Junne (importer, exporter), 16 Avenue des Fougeres, Brussels 15. WTD in preparation.

★★ IRAQ—Trade Mission

Hand tools, general hardware supplies. S.Y. Allos & Bros. (importer), Ahrar St., Basra. WTD 8/7/65. TM 128.

TRUCIAL STATES—Thermos flasks. Hamil bin Khadim Al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

343 Heating apparatus, plumbing fixtures

BELGIUM—Heating units, domestic, industrial. Etablissements Francis & Tytgat, S.P.R.L. (importer, exporter, wholesaler, installer), 14 Guldensporenstraat, Ghent. WTD 8/19/65.

CANADA—Electrically operated automatic incinerator for hygienic disposal of sanitary towels, surgical dressings. Garrett Kelly Sales Ltd. (importer, distributor), P.O. Box 261, 18 Sylvan Drive, St. Albert, Alberta. WTD 8/17/65.

344 Fabricated structural metal products

● **BURMA**—5 sets double/single construction standard type Bailey Bridge 100′ spans. Class 30, two transoms per bay, new manufacture; 14 various B.B. parts items, total 938; 1,821 other B.B. parts. Tender No. 112/CS/64-65/Govt., bid deadline Sept. 30. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-967-3601).

★★ THAILAND—Trade Mission

Rolling blade gates, pulsating panels for use on hopper bins and other storage facilities. Chip Aun Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12A.

TRINIDAD—Extruded aluminum lengths (at least 20 ft.), accessories such as glazing strips, connector keys, door hardware, for use in fabrication of office partitions. Eric Solis Ltd. (importer, wholesaler, retailer, commission merchant), 41 Dundonald St., Port of Spain. WTD 8/16/65.

345 Screw machine products

BELGIUM—Bolts, nuts, screws, all kinds; interested in types for special uses. Direct purchase or agency for Belgium, Luxembourg, The Netherlands. J. Tisthoud & Co. (importer, wholesaler, agent), 140-142 Rue du Croissant, Brussels 6. WTD in preparation.

● **BURMA**—Varying sizes and quantities of rivets, including copper pan head rivets, copper snap head rivets. Tender No. 110/CS/64-65/Govt, bid deadline Sept. 30. Divisional Manager, Construction Stores No. 1 Division, People's Stores Corp., St. John's, Rangoon.★ (Telephone: 202-WO 7-5589).

● **SUDAN**—Large quantities of fish bolts; screw spikes; clips, Type O; Clips, Type I; bolts and nuts with washers. Tender No. 3327, bid deadline Oct. 6. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's London, S.W.1.★ (Telephone: 202-WO 7-5589).

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349 Fabricated metal products

BELGIUM—Aluminum foil, pre-coated. Direct purchase for Belgium. Ateliers de Constructions Electriques et Plastiques Armeal S.A. (importer, agent, manufacturer), 207 Avenue Louise, Brussels. WTD in preparation.

351 Engines, turbines

FRANCE—Auxiliary engines for tractors, sprayers, dusters; other similar equipment. Societe Technoma (manufacturer), 109/111 Avenue Jean Jaures, Epernay (Marne). WTD 6/16/65.

● **INDIA**—Supply, erect and test hydraulic turbines and generators plus auxiliary equipment for the Bhatgar and Vir power houses in Maharashtra State. Specification No. BVD/1 and BVD/2, bid deadline Oct. 6. Copies of specification Nos. BVD/1 and BVD/2 available for $18.90 including parcel post charges from Superintending Engineer (Hydro) Irrigation & Power Dept., C.D.O. Bldg., J. Tata Rd., Bombay-1.

352 Farm machinery

CEYLON—Machinery for sowing and harvesting grains; tractors for agricultural use. Moosajees, Ltd. (importer), P.O. Box 367, 34 Alston Place, Colombo. WTD 10/16/64.

GERMANY—Pumps, accessories, all kinds, for agricultural use. Requests quotations cif Bremen. Aug. Wuebker & Soehne (manufacturer), Postfach 46 or 120 Birgte, 4441 Riesenbeck/Westf. WTD 8/19/65.

★★ THAILAND—Trade Mission

Fogging machines for destroying insects. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13G.

Dairy supplies, equipment; livestock and veterinary equipment; fogging machines for destroying insects. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12B.

Tractor wheels. Thepnithi Co., Ltd. (importer), 120 Bamroongrasdr Rd., Chiengmai. WTD 8/5/65. TM 58A.

353 Construction, mining, materials handling machinery, equipment

● **IRAN**—3 units of 6-ton capacity monorail overhead cranes. Tender No. 44/855, bid deadline Nov. 1. Iranian State Railways, Maydane

Rahe-Ahan, Tehran. Specifications in French.★ (Telephone: 202-WO 7-5589).

★★ THAILAND—Trade Mission

Pulverizer for processing barite (non-metallic), capacity approx. 200-300 tons per day (12 working hours). Bhanasit Co. (manufacturer, exporter), Chotana Rd., Chiengmai. WTD 8/5/65. TM 11.

Construction and road building equipment; industrial line of materials handling equipment; truck and truck tractors with gasoline and diesel engines. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13E.

354 Metalworking machinery

BELGIUM—Industrial and automotive tooling. Direct purchase and/or agency for Belgium and Luxembourg. Etablissements Pierre Caris S.P.R.L. (importer, agent), 132 Chaussee de Mons, Zellik. WTD 2/3/64.

★★ THAILAND—Trade Mission

Portable air-powered cutters for round bar stock. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13D.

355 Special industry machinery

AUSTRALIA—Machinery to make and package candles; colored and white, all sizes and shapes. Machinery to make nylon and cotton wrist bands for watches. Machinery to make fingernail files. Mr. J. J. Waterford, Colonial Transport Acceptance Ltd. (manufacturer), P.O. Box 143, Surfers Paradise, Queensland. WTD 12/18/63.

BRAZIL—Machinery for paper pulp industry. Drect purchase and agency. Importadora Andrews Ltda. (agent), Rua da Alfandega 111-A, 5° andar, sala 507, Caixa Postal 381 ZC-00, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 8/24/65.

CEYLON—Sawmill equipment for jungle clearing; equipment for removal of logs. Moosajees, Ltd. (importer), P.O. Box 367, 34 Alston Place, Colombo. WTD 10/16/64.

● Supply of tannery machinery, including lightning buffing machine, 150-250 sides per hour capacity; dust removal machine, 150-250 sides per hour capacity; semi-automatic spray/drying machine, 60-80 sides per hour capacity. Bid deadline is Sept. 30. Manager, Ceylon Leather Products Corp., 141 Church Rd., Mattakuliya, Colombo 15.★ (Telephone: 202-WO 7-5589).

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ECUADOR—New or reconditioned machinery for assembling incandescent light bulbs, 15-100 watts; capacity 2 million bulbs per annum. Union Comercial Industrial C.A. (importer, distributor), Aptdo. 2818, Quito. WTD 6/19/64.

FINLAND—Machine, 110 cm. in width, for bending hard cardboard for manufacturing suitcases. Requests full details, price, delivery. Nahka-ja Kenkakone Oy (importer, wholesaler), Annankatu 2, P.O. Box 4088, Helsinki. WTD 6/18/65.

Printing production equipment, all types. Requests full details, prices, terms. Direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

JORDAN—Leather grindery, other shoe making equipment, including nails. Mohammed El-Haj Issa El-Adhamy (merchant, commission agent), Souk El Attarin, Jerusalem. WTD 8/6/65.

KENYA—One cone ice-cream making machine; one corn-popping machine. Amin Homi & Co. Ltd. (general merchant), P.O. Box 774, Nairobi. WTD 7/14/65.

★★ THAILAND—Trade Mission

Ball mill and pug mill for manufacture of ceramic products (medium size, 2 tons per day). Sankhalok Celadon Co. (manufacturer, exporter, wholesaler, retailer), 11 Chiengmai-Chomtong Rd., KM. 5, Chiengmai. WTD 8/5/65. TM 4.

Copying or duplicating machine for duplicating wooden statues, handicrafts; to cut several copies at a time from one pattern. Mechanical Equipment Co., Ltd. (importer, distributor), P.O. Box 550, Bangkok. WTD 6/24/65. TM 52.

Packaging machinery, bottling and bagging machines. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM 12D.

356 General industrial machinery

BAHRAIN—Machinery for diluting sulphuric acid and packaging it in polyethylene bags; for use in filling dry charged batteries. Kavalani & Sons (importer, retailer, wholesaler, re-exporter), P.O. Box 71, Manama. WTD 8/23/65.

FINLAND—Screw compressors, diesel-driven trailer-type mobile units, with capacity of 7 cubic meters per minute. Requests full details, prices, terms. Direct purchase or agency. Oy Machine Tool Co. (importer, wholesaler, agent), Helsinki-Pasila, Ilmala. WTD 7/9/65.

GERMANY—High-pressure lubricating oil and grease filters for hydraulic equipment. Requests replies in German, quotation cif European ports. Direct purchase and agency. Gebrueder Stoschek Kom.-Ges. (manufacturer, wholesaler), 74 Geibelstrasse, 4 Duesseldorf 1. WTD 8/16/65.

Diaphragms in plastic and stainless steel for pumps. Feluwa-Pumpenfabriken, Schlesiger & Co., KG (manufacturer), 5531 Muerlenbach/Eifel Krs. Pruem, West Germany. WTD 8/18/65.

HONG KONG—Hand-operated price marking machines. Gallop & Co. (importers, wholesalers, selling agents), 1010 Alexandra House, Hong Kong. Cable: RADIOCHINA. WTD 3/3/65.

★★ THAILAND—Trade Mission

Pumps, water systems, accessories; cloth filtered type cabinet dust collector; cyclone dust collector, exhaust; diamond dust collector, clean air cabinets; air control air hydraulic valves, cylinders. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13K.

357 Office, computing, accounting machines

BELGIUM—Pencil sharpeners, postage scales and meters, stapling machines, other office equipment. Direct purchase or agency for Belgium. Eurofi S.A. (importer, wholesaler, agent), 39 Rue A. Hennebicq, Brussels 6. WTD in preparation.

★★ THAILAND—Trade Mission

Mimeographs, accessories, supplies, spare parts. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13I.

358 Service industry machines

BELGIUM—Air conditioning units, domestic, industrial. Etablissements Francis & Tytgat, s.p.r.l. (importer, exporter, wholesaler, installer), 14 Guldensporenstraat, Ghent. WTD 8/19/65.

Refrigeration equipment: thermostats, filters. Plastiplat N.V. (importer, wholesaler, manufacturer, exporter), Komiteitstraat 46/52, Merksem, Antwerp. WTD 8/25/65.

★★ THAILAND—Trade Mission

Air conditioners for household use; desire credit term for installment sales. Sim Mong Ltd. Partnership (wholesaler, retailer), 2-8 Sanphakol Rd., Chiengmai. WTD 8/5/65. TM 3A.

Commercial and industrial air conditioning equipment for hotels, hospitals, and theatres; refrigeration and air conditioning maintenance products. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13L.

Humidifiers for tobacco curing farms. Thepnithi Co., Ltd. (importer), 120 Bamroongrasdr Rd., Chiengmai. WTD 8/5/65. TM 58.

361 Electric transmission, distribution equipment

● **GREECE**—Supply of miscellaneous control boards for substations. Tender No. DMPM-294/295 Part IV, bid deadline now set for Oct. 11 (INTERNATIONAL COMMERCE Aug. 30, p. 42). Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● **IRELAND**—Supply of 10 kv, 6.6 kv and 380 v. switchgear and control room equipment for Great Island Generating Station, County Wexford. Tender No. ENQ/9122/PS, bid deadline Oct. 18. Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin. Copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

FINLAND—Electric motors, various sizes and designs, 220 v., a.c., 50 cycle. Requests full details, prices, terms. Direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

★★ THAILAND—Trade Mission

Electric generator sets, battery charges. Lampangchai Co., Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13C.

363 Household appliances

BELGIUM—Electric irons, vacuum cleaners, toasters, other electric household appliances. Direct purchase or agency for Belgium. Radio Public S.A. (retailer), 140 Avenue Chazal, Schaerbeek, Brussels 3. WTD in preparation.

FINLAND—Household appliances, all types, for operation on 220 v. 50 cycle a.c. Requests descriptive literature, price lists, terms. Ase Oy (importer, wholesaler), Ludviginkatu 5, Helsinki. WTD 6/18/65.

FRANCE—Dishwashing machines, portable, lightweight, completely automatic through water pressure, adaptable to all types of faucet installations, for use in families of 4 to 8 persons. Agency for France, potential direct purchaser. Maningue & Personnaz (wholesaler, dealer), c/o Alfred F. Saki, 7bis Rue Duplessy, Bordeaux, Gironde. WTD in preparation.

★★ THAILAND—Trade Mission

Gas stoves, heaters, refrigerators, other appliances; desires credit term for installment sales. Sim Mong Ltd. Partnership (wholesaler, retailer), 2-8 Sanphakol Rd., Chiengmai. WTD 8/5/65. TM 3.

TRUCIAL STATES—Household electrical appliances, all types. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

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364 Electric lighting, wiring equipment

BELGIUM—Street and highway lighting equipment and electric signs, particularly new developments specializing in safety. Direct purchase or agency for Belgium, other European countries, Africa, Middle East. Dicorep S.P.R.L. (importer, wholesaler), 60 Rue du Pont-Neuf, Brussels 1. WTD in preparation.

Fluorescent glass tubes, ballasts, related lighting fixtures of all kinds. Direct purchase for Belgium. Armeal S.A. (importer, agent, manufacturer), 207 Avenue Louise, Brussels. WTD in preparation.

Lamps, with and without shades, general lighting, homes, floor lamps, bed lamps. Direct purchase and/or agency for Belgium. Euro-Domi S.P.R.L. (importer, agent), 6 Blvd. du Jardin Botanique, Brussels. WTD in preparation.

TRINIDAD—Incandescent and fluorescent electric lamps and fittings for home use; table, standing, ceiling, wall types. W. S. Robertson & Co., Ltd. (importer, retailer), Southern Main Rd., Marabella, San Fernando. WTD in preparation.

365 Radio, television receiving sets

BELGIUM—Phonographs and record players, amplifiers, records, other hi-fi equipment. Direct purchase or agency for Belgium. Radio Public S.A. (retailer), 140 Avenue Chazal, Schaerbeek, Brussels 3. WTD in preparation.

IRAQ—Phonograph records, popular, classical. Iraq Stores (importer, wholesaler, retailer), P.O. Box 26, Baghdad. WTD 5/13/65.

ITALY—Television sets, 11″, 12″; modifications to meet European standard will be made by purchaser. Chassis for color television sets. Watt Radio di G. Soffietti & C. (manufacturer), Via Bistagno 10, Torino. WTD 8/10/65.

366 Communication equipment

BELGIUM—Telephone answering and recording devices. Direct purchase for Belgium. La Telephonie Interieure (importer, wholesaler), Ets. Eugene Loncour & Fils, 7 Place des Bienfaiteurs, Brussels 3. WTD in preparation.

Electric traffic signals, particularly innovations in safety devices. Direct purchase or agency for Belgium, other European countries, Africa, Middle East. Dicorep S.P.R.L. (importer, wholesaler), 60 Rue du Pont Neuf, Brussels 1. WTD in preparation.

367 Electronic components, accessories

★★ THAILAND—Trade Mission

Photoelectric equipment used in burglar alarm circuits and as door announcers. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13B.

369 Electrical machinery, equipment, supplies

TRUCIAL STATES—Dry batteries. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Automotive replacement parts, accessories. Agency and/or direct purchase for Belgium and Luxembourg. Etablissements Pierre Caris S.P.R.L. (importer, agent), 132 Chaussee de Mons, Zellik. WTD 2/3/64.

Automotive replacement parts, accessories. Direct purchase and agency for Belgium and Luxembourg. Societe de Fabrication Industrielle (importer), 13 Blvd. du Midi, Brussels. WTD in preparation.

FINLAND—Automotive accessories, all kinds. Requests full details, price lists, terms. Ase Oy (importer, wholesaler), Ludviginkatu 5, Helsinki. WTD 6/18/65.

TRUCIAL STATES—Motor vehicle parts, accessories, all kinds. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

372 Aircraft, parts

● **ARGENTINA**—Supply spare parts for Douglas DC-3 aircraft accessories. Tender No. M38A, deadline Oct. 5. See conditions at Argentine Aeronautical Military Mission, 12 West 56th St., 3rd Floor (P.O. Box 208—Radio City Station), New York, N.Y. 10019.

373 Shipbuilding, repairing

BELGIUM—Pleasure boats and parts, all kinds, fiberglass, wood, steel. Direct purchase and/or agency for Benelux. Henry Petit, SEB Marine Belgique (importer, agent), 10 Rue d'Italie, Huy. WTD in preparation.

Propellers for marine motors. Direct purchase and/or agency for Benelux countries. Henry Petit, SEB Marine Belgique (importer, agent), 10 Rue d'Italie, Huy. WTD in preparation.

IRAQ—Three dredges (100 to 130 cu. meters per hour). H. Mahmood Al-Bunnia & Sons (importer, exporter, contractor), Al-Bunnia Bldg., Jumhouriya St., Baghdad. WTD 8/12/65.

374 Railroad equipment

● **TAIWAN**—Supply of materials and parts for construction of 100 freight cars. Tender No. IB-0004B, bid deadline Sept. 24. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei, Taiwan. Copy of specifications and drawings available for review only in Rm. 4314, Transportation Equipment Division, BDSA-6340, Department of Commerce, Washington, D.C. 20230.

375 Motorcycles, bicycles, parts

★★ THAILAND—Trade Mission

Motorcycles; require good credit terms and competitive prices. Niyom Phanich Co., Ltd., (manufacturer, wholesaler, retailer), 46-52 Vichayanon Rd., Chiengmai. WTD 8/5/65. TM6.

Motorcycles, scooters; desires credit term for installment sales. Sim Mong Ltd. Partnership (wholesaler, retailer), 2-8 Can Phakok Rd., Chiengmai. WTD 8/5/65. TM3B.

381 Engineering, laboratory, scientific, research instruments

★★ TAIWAN—Trade Mission

Filtration equipment for laboratory use. Champion Perfumery Co. (manufacturer), 92 Kai Feng St., Section 1, Taipei. WTD 8/16/65. TM192.

★★ THAILAND—Trade Mission

Scientific instruments for biochemical and medical research. Chip Aun Tong Dispensary (wholesaler, retailer), 40-52 Changmoi Rd., Chiengmai. WTD 8/5/65. TM12E.

382 Instruments for measuring, controlling, indicating physical characteristics

● **GREECE**—Supply of 25,000 displacement type cold water meters with tail pieces and coupling units; 10,000, ½″; 15,000, ⅝″. Tender No. 1186, bid deadline Oct. 6. Societe Anonyme Hellenique des Eaux (EEY), Purchasing Dept., 4 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

● **IRAQ**—Supply of identity discs, field bandages. Tender No. ORD/16/1965, bid deadline Oct. 16. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents available free from the Military Attache, Iraqi Embassy, Washington, D.C. Copy of tender documents available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

★★ THAILAND—Trade Mission

Surgilift patient handling devices, wheel chairs. Lampangchai Co., Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM13J.

386 Photographic equipment

AUSTRALIA—Photographic materials, including sensitized photocopying paper; direct purchase and agency. Harvin Film Laboratory Pty. Ltd. (importer, wholesaler), 283-285 Enmore Rd., Marrickville, N.S.W. WTD 8/23/65.

BELGIUM—Diapositives, slides, projectors, other audio visual equipment for publicity uses. Direct purchase or agency for Belgium and Luxembourg. Nouveau Studio S.P.R.L. (importer, exporter, manufacturer, wholesaler), 289A Chaussee de Gand, Brussels. WTD in preparation.

FINLAND—Machines and equipment for photographic laboratories; cameras, still, moving picture, professional; projectors. Requests descriptive literature, price lists. Direct purchase

or agency. Suomen Valokuvaajain Oy (importer, commission agent), Lemuntie 9, P.O. Box 660, Helsinki. WTD 3/23/65.

● **IRAQ**—Supply of motion picture series dubber and studio mixer. Tender No. 16/65, bid deadline Oct. 24. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

★★ THAILAND—Trade Mission

Instant identification cameras, systems. Lampangchai Co., Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM13.

387 Watches, clocks, parts

TRUCIAL STATES—Watches, clocks, all types. Hamil bin Khadim al-Gaith (importer, retailer, wholesaler, commission agent), P.O. Box 278, Abu Dhabi. WTD 8/9/65.

391 Jewelry, silverware, plated ware

BELGIUM—Flatware, all kinds, for hotels and restaurants. Direct purchase or agency for Belgium and Luxembourg. Requests replies in French. Ets. L. A. de Rycke (importer, agent, wholesaler, retailer), 44 Rue de la Chapelle, La Calamine. WTD in preparation.

394 Toys, amusements, sporting goods

AUSTRALIA—Equipment for skiing, ice skating, tobogganing. Direct purchase and agency. Alpine Holdings Pty. Ltd. (importer, distributor), Box 647, G.P.O., Sydney, N.S.W. WTD 3/16/65.

NETHERLANDS—Skin and scuba diving equipment. Direct purchase and agency. Duiktechniek v/h Inexpo (importer, wholesaler, retailer, agent), 17 Taborstraat, Rotterdam-16. WTD 8/24/65.

★★ THAILAND—Trade Mission

Sporting goods: skin and scuba diving equipment; water skies, surf boards; weightlifting and exercise equipment; golf accessories; sport and target pistols. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13M.

395 Pens, pencils, office, artists' materials

BELGIUM—Pens, pencils, artists' materials, marking devices, other office and school supplies. Direct purchase or agency for Belgium. Eurofi S.A. (importer, wholesaler, agent), 39 Rue A. Hennebicq, Brussels 6. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Buttons: leather, fabric covered, plastic, metal, pearl or shell. Agency and/or direct purchase for Belgium. Etablissements Thoumsin S.A. (importer, wholesaler), 43 Rue Moris, Brussels. WTD in preparation.

399 Manufacturing industries

BELGIUM—Street, road and highway markers and signs, particularly new developments stressing safety. Direct purchase or agency for Belgium, other European countries, Africa, Middle East. Dicorep s.p.r.l. (importer, wholesaler), 60 Rue du Pont-Neuf, Brussels 1. WTD in preparation.

Reproductions of paintings, framed or unframed. Direct purchase for Belgium. A. Gillet —Horemans (importer, wholesaler), 36 Rue Major Petillon, Brussels 4. WTD in preparation.

Atomizers for after-shave lotion, emery manicure boards, hair-removing gloves. Direct purchase for Belgium and Luxembourg. Louis Junne (importer, exporter), 16 avenue des Fougeres, Bruxelles 15. WTD in preparation.

Furs, dressed: American mink, sealskins, beaver, ocelot. Direct purchase for Belgium. Fourrure Th. Vandewauwer (importer, manufacturer), 55 Avenue de Stalingrad, Brussels. WTD in preparation.

Goods and novelties suitable for interior decorating. Direct purchase and/or agency for Belgium. Euro-Domi S.P.R.L. (importer, agent), 6 Blvd. du Jardin Botanique, Brussels. WTD in preparation.

509 Wholesalers

MALAWI—Secondhand clothing, including overcoats. Messrs. Joshi Agencies, P.O. Box 196, Blantyre.

599 Retail stores

BELGIUM—Gift, novelties, goods suitable as Christmas presents. Direct purchase and/or agency for Belgium. Euro-Domi S.P.R.L. (importer, agent), 6 Blvd. du Jardin Botanique, Brussels. WTD in preparation.

Gifts, advertising novelties, goods suitable as business gifts, display material. Direct purchase and/or agency for Belgium. Etablissements Sobelma (importer, wholesaler), 19 Square Albert 1er, Brussels 7. WTD in preparation.

891 Engineering, architectural services

★★ THAILAND—Trade Mission

Product planning, development packaging, quality control testing and complex mechanisms, merchandising and marketing, corporate identity, exhibits, store planning, architectural projects. Lampangchai Co. Ltd. (wholesaler, retailer), 327-335 Jutrachai Rd., Lampang. WTD 8/5/65. TM 13N.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

194 Sighting, fire control equipment

PAKISTAN—Fire control equipment, all kinds. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

203 Canning, preserving foods

NETHERLANDS ANTILLES—Complete line of canned fruits, such as sliced peaches, apricots, pears, fruit cocktail; fruit juices, preserves; tomato catchup. Romatco (Robert Maduro Trading Co.) (importer, wholesaler, agent), 14A Nieuwestraat, Willemstad, Curacao. WTD 3/12/65.

209 Food preparations

PAKISTAN—Coffee: ground, instant. Requests quotations c&f Karachi. Sind Trading Co. (importer, agent), 20 Motan Bldg., Bunder Rd., P.O. Box 4053, Karachi 2. WTD 5/7/65.

220 Textile mill products

BELGIUM—Drapery fabrics, upholstery, wool, cotton, rayon. Agency for Belgium and Luxembourg. Etablissements Edward Sinnige (importer, agent), 21 Avenue de l'Yser, Brussels. WTD in preparation.

Piece goods, all kinds of fabrics. Agency for Belgium, Luxembourg, the Netherlands. Paul Salpetier (agency), 51 Avenue Edmond Mesens, Brussels 4. WTD in preparation.

225 Knitting mills

BELGIUM—Sweaters, sports shirts, other sportswear for men and boys; agency for Belgium and Luxembourg. S. A. Marcel Lazare & Co. (agent), 250 Avenue Moliere, Brussels 6. WTD in preparation.

★★ THAILAND—Trade Mission

Socks, men's and children's. Siriphong Leeskul (commission agent), 187 Rajvithi Rd., P.O. Box 1533, Bangkok. WTD 6/28/65. TM 46.

227 Floor covering mills, products

BELGIUM—Carpets, all kinds, wool, fiber. Agency for Belgium and Luxembourg. Etablissements Edward Sinninge (importer, agent), 21 Avenue de l'Yser, Brussels. WTD in preparation.

229 Textile goods

FRANCE—Industrial textiles, such as gelcoat, surface coatings. Tissaverre (manufacturer, importer), 62 Rue Pierre Charron, Paris 8. WTD 7/22/65.

★★ THAILAND—Trade Mission

Suiting Dacron/wool Dacron/cotton for men's clothing; shirting cotton Dacron, woven type and for beach sport wear; ladies' and men's sweaters. Siriphong Leeskul (commission agent), 187 Rajvithi Rd., P.O. Box 1533, Bangkok. WTD 6/28/65. TM46A.

231 Men's, youths', boys' suits, coats, overcoats

BELGIUM—Sports coats and jackets for men and boys. Agency for Belgium and Luxembourg. S.A. Marcel Lazare & Co. (agent), 250 Avenue Moliere, Brussels 6. WTD in preparation.

232 Men's, youths', boys' furnishings

BELGIUM—Shirts, pajamas, sports clothing. Agency for Belgium and Luxembourg. S.A. Marcel Lazare & Co. (agent), 250 Avenue Moliere, Brussels 6. WTD in preparation.

ITALY—Baseball uniforms. Exclusive agency. Ghione Sport (retailer), Corso Susa 32, Rivoli (Torino). WTD 8/26/65.

239 Fabricated textile products

ITALY—Fused (adhesive) interlinings for

men's suits and coats. Giacomo Montini, Via Filelfo 10, Milan. WTD 7/21/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated wood panels, partitions, wallboards, related lines, including decorative panels for residences. Agency for France or section thereof. Froustey (Etablissements Madame Jean) (sales agent), 41 Quai des Chartrons, Bordeaux, Gironde. WTD in preparation.

252 Office furniture

ARGENTINA—Combined metal-wood-formica office furniture. Requests replies in Spanish. Ecke & Cia., S.C.A. (metal-wood workshop), 14 de Julio 638, Buenos Aires. WTD in preparation.

281 Industrial chemicals

BELGIUM—Textile and paper processing chemicals. Paul Robert Rooryck (sales agent), 7 Pater Beckstraat, Kortrijk. WTD 8/25/65.

CEYLON—Dyes for textile manufacturing industry. D. W. Heendeniya & Co. (sales agent), 6 Raymond Rd., Nugegoda. WTD 7/9/64.

VIET-NAM—Dyestuffs for textiles, vat, acid, reactive, direct; pigments for paint and textile industries; caustic soda, solid, 98-99%; hydrogen peroxide; calcium hypochlorite; phthalite anhydride flake; soda ash; titanium dioxide, rutile and anatase; lithopone red seal, 30% ZNS; carbon black for rubber and paint. World Wide Agency (manufacturers' representative), 31-33 Phu Kiet, First Floor, Saigon. WTD 8/20/65.

282 Synthetic materials

SWITZERLAND—Semi-finished commodities based on acrylic resins: pipes, rods, colored sheets. Additional semi-finished articles based on similar synthetic resins. Hesa A.G. (manufacturer, manufacturers' agent), Baumstrasse 15, 5012 Schonenwerd, Solothurn. WTD 8/10/65.

283 Drugs

ITALY—Medicinal extracts, especially hepatics. Pafarma (agent), Via P. Cossa 17/4, Torino. WTD 8/26/65.

Polyvitamins, tonics, antibiotics, cortisone, other drugs. New formulae desired. La Medifarma s.a.s. (agent), Via Giacosa 21, Torino. WTD 8/26/65.

Antibiotics, antacids, antidiabetics, antiulcers, intestinal antiseptics, antituberculars, cardiotonics, glandular extracts, hormones, vitamins; veterinary pharmaceutical preparations. Istituto Farmacologico Internazionale (manufacturer), Via Monte Albergian 25, Torino. WTD 8/26/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ITALY—Cosmetics, suntan lotions, disinfectants, deodorants, toothpaste, hair lotions. Istituto Farmacologico Internazionale (manufacturer), Via Monte Albergian 25, Torino. WTD 8/26/65.

306 Fabricated rubber products

ITALY—Rubber hoses for industrial uses. Giovannini di Rag. Durelli & C. (importer, retailer, wholesaler), Corso Beccaria 2, Torino. WTD 8/9/65.

312 Industrial leather belting, packing

ITALY—Industrial driving belts. Giovannini di Rag. Durelli & C. (importer, retailer, wholesaler), Corso Beccaria 2, Torino. WTD 8/9/65.

314 Footwear, except rubber

★★ THAILAND—Trade Mission

Shoes, men's and children's. Siriphong Leeskul (commission agent), 187 Rajvithi Rd., P.O. Box 1533, Bangkok. WTD 6/28/65. TM46B.

329 Abrasive, asbestos, nonmetallic mineral products

ITALY—Gaskets made of asbestos, rubber, synthetic materials. Giovannini di Rag. Durelli & C. (importer, retailer, wholesaler), Corso Beccaria 2, Torino. WTD 8/9/65.

335 Rolling, drawing, extruding, of nonferrous metals

PAKISTAN—Wire: copper, bare and tinned, electric transmission; copper strand, except insulated. Dean & Webber (importer and agent), Nelson Chamber, McLeod Rd., G.P.O. Box 259, Karachi. WTD 9/16/65.

342 Cutlery, hand tools, general hardware

FRANCE—Cabinet and door hardware and accessories for household furniture. Kitchen cabinet attachments (steel, aluminum, zinc). Small building hardware products. Agency for France or section thereof. Froustey (Etablissements Madame Jean) (sales agent), 41 Quai des Chartrons, Bordeaux, Gironde. WTD in preparation.

351 Engines, turbines

PAKISTAN—Outboard marine engines, 5-50 h.p. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

★★ THAILAND—Trade Mission

Small gasoline engines up to 10 hp.; desires to act as sales agent in Chiengmai area. Madhana Phanich Co. (wholesaler, retailer), Chaingmoi Rd., Chiengmai. WTD 8/5/65. TM 7.

TURKEY—Diesel engines up to 2,000 hp.; marine diesel engines. J. W. Whittall & Co. Ltd. (importer, exporter, manufacturers' representative), Import Dept., P.O. Box 62, Istanbul. WTD 1/28/65.

352 Farm machinery

PAKISTAN—Insecticide spraying equipment, portable; automatic machinery for harvesting rice and wheat. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

353 Construction, mining, materials handling machinery, equipment

HONG KONG—Forklift trucks; to act as sole agents. T. M. Wong & Co. Ltd. (importer, manufacturers' agent), P.O. Box 2146, Hong Kong. Cable: TEEMWONG. WTD 8/9/65.

PAKISTAN—Road building machinery and equipment, all kinds. Requests quotations c&f Karachi. Engineering Equipment Ltd. (indent agent), Karachi Chambers, McLeod Rd., Karachi. WTD 7/15/64.

Road building machinery: road rollers, concrete mixers. Requests quotations c&f Karachi. International Industries Ltd. (importer, agent), 19 West Wharf Rd., Hakimsons Bldg., Karachi 2. WTD 8/11/65.

Power cranes, drag lines, shovels. Requests quotations c&f Karachi. I. & S. Corp. (importer, indent agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

355 Special industry machinery

AUSTRALIA—Food processing machinery. Fact International Pty. Ltd. (importer, sales agent), 65 York St., Sydney, N.S.W. WTD 8/26/65.

BELGIUM—Textile machinery, all kinds; industrial sewing machines, textile cutting machines, ironers, presses; related equipment. Agency for Benelux countries. Etablissements Jacques S.A. (importer, agent), 37 Rue de l'Avenir, Brussels 8. WTD in preparation.

FINLAND—Machinery, equipment, other commodities suitable for use in paper, pulp processing. Requests full details, brochures, prices, terms. Oy Teknolux Ab (commission agent), Mannerheimintie 18, Helsinki. WTD 3/25/64.

Chemical and petrochemical processing machinery, equipment. Requests descriptive literature, prices, terms. Structor Oy (importer, wholesaler, commission agent), Museokatu 32, Helsinki. WTD 7/22/65.

ITALY—Extra parts, attachments, accessories for textile machinery. Pietro Serralunga (manufacturer), Via Serralunga 9, Biella (Vercelli province). WTD 8/26/65.

356 General industrial machinery

PAKISTAN—Air compressors: portable, stationary. Requests quotations c&f Karachi. I. & S. Corp. (importer, indent agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

TURKEY—Air compressors. J. W. Whittall & Co. Ltd. (importer, exporter, manufacturers' representative), Import Dept., P.O. Box 62, Istanbul. WTD 1/28/65.

358 Service industry machines

PAKISTAN—Packaged room air conditioners; central station gas-operated air conditioners. Requests quotations c&f Karachi. Khan Brothers (importer, agent), Bunder Rd., Opp. K.M.C., Karachi. WTD 3/11/64.

361 Electric transmission, distribution equipment

PAKISTAN—Power transformers, above 600v. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

Distribution transformers; power transformers, above 600 v. Requests quotations c&f Karachi. Dean & Webber (importer, agent), Nelson Chamber, McLeod Rd., G.P.O. Box 259, Karachi. WTD 9/16/64.

362 Electrical industrial apparatus

ITALY—Electric generators for motorboats. Eugenio Silvani, Via Oropa 3, Milan. WTD 6/9/65.

PAKISTAN—Generators, alternating current. Requests quotations c&f Karachi. Engineering Equipment Ltd. (indent agent), Karachi Chambers, McLeod Rd., Karachi. WTD 7/15/64.

TURKEY—Electric motors, all types; generating sets, up to 2,000 hp. J. W. Whittall & Co. Ltd. (importer, exporter, manufacturers' representative), Import Dept., P.O. Box 62, Istanbul. WTD 1/28/65.

364 Electric lighting, wiring equipment

BELGIUM—Lighting fixtures, fluorescent, for commercial and industrial use. Agency for Belgium, France, Italy, Scandinavian countries. Van Oostenryck S.A. (importer, exporter, manufacturer), 9 Rue de Formanoir, Anderlecht. WTD in preparation.

366 Communication equipment

ITALY—Sonars for motorboats, for sea depth measurement. Eugenio Silvani (agent), Via Oropa 3, Milan. WTD 6/9/65.

PAKISTAN—Radar: search and navigation, airborne. Requests quotations c&f Karachi. Akhtar Trading Corp. (importer, agent), Nadir House, 3rd Floor, McLeod Rd., Karachi 2. WTD 7/2/63.

PHILIPPINES—VHF-FM and single side band 2-way radio equipment. Ricardo Suntay, President & General Manager, Mercury Electronics Corp. (indentor), 456 Arquiza, Manila. WTD 4/13/65.

367 Electronic components, accessories

BELGIUM—Electronic and/or pneumatic process control equipment: regulators, recorders, actuators, transmitters. Agency for Europe. Compagnie Belge d'Electronique et d'Automation (Cobelda) (importer, exporter, manufacturer, agent), 1470 Chaussee de Haecht, Brussels-Haeren. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Auto spares, accessories, all kinds. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

Automotive replacement parts. Requests quotations C&F Karachi. Akhtar Trading Corp. (indent agent, government contractor), Nadir House, 3rd Floor, McLeod Rd., Karachi 2. WTD in preparation.

372 Aircraft, parts

PAKISTAN—Commercial aircraft; aircraft parts and accessories. Requests quotations c&f Karachi. Akhtar Trading Corp. (importer, agent), Nadir House, 3rd Floor, McLeod Rd., Karachi 2. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Water meters, valves, water work fittings. Requests quotations c&f Karachi. I&S. Corp. (importer, indent agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

384 Surgical, medical, dental instruments

ITALY—Safety and protective equipment for workers, such as helmets, coveralls, gloves, footwear. Exclusive agency. Istituto Profilattivo Italiano (manufacturer), Via Pier Carlo Boggio 79/81, Torino. WTD 8/26/65.

NORWAY—Surgical sutures, absorbable and non-absorbable. Medico A/S (manufacturer's agent), 14 Frognerveien, Oslo. WTD in preparation.

394 Toys, amusements, sporting goods

ITALY—Baseball equipment, supplies. Exclusive agency. Ghione Sport (retailer), Corso Susa 32, Rivoli (Turin). WTD 8/26/65.

395 Pens, pencils, office, artists' materials

BELGIUM—Machines for cutting stencils. Agency for Belgium and Luxembourg. Requests replies in French. Industrial Marking (importer, exporter, wholesaler, agent), 73 Avenue Heydenberg, Brussels 15. WTD in preparation.

399 Manufacturing industries

BELGIUM—All kinds of goods and novelties for interior decorating. Agency for Belgium and Luxembourg. Etablissements Edward Sinninge (importer, agent), 21 Avenue de l'Yser, Brussels. WTD in preparation.

Leads for Importers

196 Small arms ammunition

FRANCE—Cartridge-wads (plugs) for hunters and sportsmen, a patented article sold under trade name of "Iris," reportedly of world-wide quality. Wholesale exportation through well-established agents in United States. Etablissements Lajus (dealers, manufacturers), Avenue du Sabaou, Biarritz, Basses-Pyrenees. WTD in preparation.

203 Canning, preserving foods

BRAZIL—Canned heart of palm; wholesaler seeks well-established representative. Macomex- Madeiras Comercio e Exportacao Ltda., Rua Uruguaiana 104, 2° andar, grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

220 Textile mill products

★★ THAILAND—Trade Mission

Cotton woven fabrics, silk fabrics. Pian Kusol Co. (manufacturer, exporter, wholesaler, retailer), Sankampaeng Rd., Amphur, Sankampaeng, Chiengmai. WTD 8/5/65. TM 5.

233 Women's, misses', juniors' outerwear

★★ THAILAND—Trade Mission

Dresses made from hand woven cotton and Thai silk, authentic Thai styles or designs submitted by buyers. Darakorn Dress Makers Co. (manufacturer, wholesaler, retailer), Charoen Muang Rd., Chiengmai. WTD 8/5/65. TM 8.

235 Hats, caps, millinery

FINLAND—Casual head wear, made of fur, felt, cloth; for men, women, children. Kurikan Lakkitehdas Oy (manufacturer, exporter), Panttila. WTD 1/11/65.

242 Sawmills, planing mills

BRAZIL—Peroba, laurel, jequitiba, lapacho, piquia, sucupira, tiger wood, jacaranda, sawn or in logs; wholesaler seeks well-established representative. Macomex- Madeiras Comercio e Exportacao Ltda., Rua Uruguaiana 104, 2° andar, grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

261 Pulp mills, products

BRAZIL—Mechanically processed wood pulp; wholesaler seeks well-established representative. Macomex- Madeiras Comercio e Exportacao Ltda., Rua Uruguaiana 104, 2° andar, grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

302 Rubber footwear

SOUTH AFRICA—Sponge rubber thong sandals, suitable for beach and casual wear, all sizes, various colors, for men, women, children. Merlin Moulded Rubber Manufacturers (Pty.) Ltd. (manufacturer), P.O. Box 93, Jacobs, Durban. WTD 8/20/65.

345 Screw machine products

★★ TAIWAN—Trade Mission

Bolts and nuts made in accordance with American standard; desires to appoint a firm as exclusive distributor in U.S. Chun Yu Works (manufacturer), 1 Chia Shing Li, Kangshan Chan, Kaoshiung. WTD 8/16/65. TM 43.

352 Farm machinery

GERMANY—Automatic animal watering diaphragm pumps for pastures; automatic animal watering basins for stables. Direct sale and/or agency. Price quotations fob Bremen. Aug. Wuebker & Soehne (manufacturer), Postfach 46 or 120 Birgte, 4441 Riesenbeck/Westf. WTD 8/19/65.

391 Jewelry, silverware, plated ware

ISRAEL—Cut and polished semi-precious turquoise blue and malachite green stones of the chrysocolla family, suitable for gold and silver jewelry; hand-made silver jewelry. Samples of stones supplied against $5 prepayment, refunded with first order. Catalog, export price lists for silver jewelry available upon request. Traders Trust (exporter, export agent), P.O. Box 20209, Tel Aviv. WTD 1/22/65.

★★ THAILAND—Trade Mission

Desire distributor for silverware such as bracelets, necklace, bowls, rings, earrings, trays, coffee sets, other utensils. Tada Silver Store (manufacturer, exporter, retailer), Huay Kao Rd., Chiengmai. WTD 8/5/65. TM1.

394 Toys, amusements, sporting goods

HONG KONG—Plastic toys; prices and samples on request. Premier Products Corp. of Hong Kong, Ltd. (manufacturer, exporter), 904 Shui Hing House, 23-25 Nathan Rd., Kowloon, Hong Kong. Cable: ANCHIKO. WTD 8/24/65.

399 Manufacturing industries

NEPAL—Gilt curio articles studded with imitation stones; metallic and carved wooden figures of gods, goddesses; used stamps and coins up to 100 years old; pure silver orna-

ments; novelties. Samples on request. Specify quantities desired. Nepal Art Emporium (importer, exporter, manufacturer), 217 Nagbahal, Lalitpur-4. WTD in preparation.

★★ TAIWAN—Trade Mission

Plastic sun helmets; plastic toy pistols. Dah Yang Industry Co., Ltd. (manufacturer, exporter), 5 Ren Her St., Tainan. WTD 8/13/65. TM 119.

599 Retail stores

JORDAN—Religious goods and souvenirs from the Holy Land. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Trust Ltd., (importers, exporters), P.O. Box 770, Amman, Jordan. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless noted otherwise.

Aircraft and Aeronautical Equipment, Importers, Dealers, Manufacturers and Assemblers —Belgium.

Automotive Vehicles and Equipment Importers and Dealers—Ecuador, July.

Automotive Vehicles and Equipment Importers and Dealers—The Netherlands.

Boots and Shoes Importers and Dealers—Bolivia.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—Nicaragua.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—United Kingdom.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories Importers, Dealers and Manufacturers —Nicaragua.

Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories Importers, Dealers and Manufacturers —Switzerland.

Household Appliances Importers and Dealers —Lebanon.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Colombia.

Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Republic of South Africa.

Metallurgical and Metal Working Plants—Mexico.

Petroleum Products Importers, Dealers, Producers and Refiners—Sweden.

Future Construction

CANADA—(1 C$=US$0.975) A C$10 million **14-story hotel, shopping and office complex** will be built in Ottawa. The project, to be tendered next spring, will incorporate a 2-level weather conditioned pedestrian mall, a 4-level public parking area with space for 425 cars, a plaza floor with ballroom, convention hall, outdoor swimming pool and landscaped patio, an 8-story hotel and a 7-story office building.

The hotel tower will contain 240 suites and include banquet facilities. The top floor of the hotel will feature a penthouse restaurant. Completion is scheduled for June 1968. The project is being planned by Brouse Holdings Ltd. of Ottawa.

Contractor Robert Campeau plans to construct a **shopping center, "garden home" and apartment complex** in Ottawa at a cost of C$47 million. The shopping center will consist of two department stores, two supermarkets and 50 smaller shops surrounding a covered, heated and air conditioned mall. The housing complex will include 800 "garden homes" and 2,200 apartment units in 13 buildings. The shopping center and housing facilities will be built on a 55-acre site. The center will be completed by the end of 1966 and the housing complex within five years.

COSTA RICA—The Ministry of Economy and Finance has arranged a $2.5 million loan with the Meadow Brook National Bank of New York. The proceeds will be used for planning the **Limon-San Jose road and harbor projects** ($1.4 million); Canalization of the "Tortuguero" lagoons ($400,000); **construction of a prison** ($500,000); and $100,000 each for construction of **buildings and equipment and furniture for the Special School for the Deaf, and for the "Tony Facio" Hospital at Limon.**

DENMARK—The Copenhagen Port Authority has announced plans for the extensive **reclamation of land in the present harbor area**; at a later date additional port facilities will be built. The project consists of three phases:

Phase I: Extension of the Nordhavn section of the port by reclamation of approx. 76.7 acres from the Sound at an estimated cost of D.Kr. 112 million (1 D.Kr.=approx. US$0.145). This phase has had ministerial approval which allows immediate implementation. A later step in the Nordhavn project will reclaim an additional 500 acres and will include the construction of basins and piers similar to the teeth of a comb.

Phase II: Extension of Refshaleoen by damming and reclamation of approx. 371 acres from the Sound. When completed, the area will encircle the old fortress island of Trekroner. The project includes the building of a **tunnel** which will connect the reclaimed Refshaleo area with the new Nordhavn area.

Phase III: Reclamation of the whole of Svanemolle Bay just north of Nordhavn. Although this project is planned for 1991, should the Danish government decide to place the planned bridge to Sweden in this section of the port rather than elsewhere on the island, action would take place earlier.

Write: Port Director Aage Hendrupx, Kobenhavns Havnevaesen, 7 Ndr. Toldbod, Copenhagen K. Specific plans are not available and dates for tender issuance cannot be anticipated.

ISRAEL—A group of French experts who have been surveying land transportation problems of Israel have concluded that operation of a **railway** to Eilat would be profitable as early as 1970.

The existing railway, whose southern terminus has been Beersheva, has been extended eastward to Dimona. An extension of the line presumably would extend further eastward to the Dead Sea Works at the southern tip of the Dead Sea and then go due south to Eilat. This route would permit rail hauling of three major bulk shippers located in that area.

KENYA—A finance agreement was made by the Tana River Development Co., Ltd., the Commonwealth Development Corp. and the East African Power & Lighting Co. **to develop the hydroelectric potential of the Tana River** (INTERNATIONAL COMMERCE, April 26, p. 66).

The agreement provides for loans by the Commonwealth Development Corp. of £3½ million (1£=US$2.80) and the East African Power & Lighting Co. of £735,000 towards the cost of the £6.7 million Kindaruma Scheme.

The balance of the finance will be provided by a consortium of London financiers headed by Glyn Mills & Co. (£1,547,000) and by the East African Power & Lighting Co. (£904,000), who will build a transmission line between the site and Nairobi.

The Kindaruma project is the first of four separate stages of development which will provide Kenya with a further 250 mw. generating capacity at a cost of about £40 million over the next ten years.

MEXICO—Tentative plans have been made by the Mexican Olympic Organizational Committee for the 1968 Olympic Games to be held in Mexico City. Construction will include:

A 10,000 seat **Olympic Stadium** by the Ministry of Public Works.

An **indoor stadium** seating 25,000 (approval of plans expected this month).

Practice facilities, by the Secretariat of Public Works on the land of the Instituto de Capacitacion, include: **Indoor Olympic swimming pool, high diving tank, indoor track, bicycle track, class rooms** for trainers, **dining rooms, kitchens and food preparation facilities** for the athletes.

A 1,000-room hotel by the Government.

Public **transportation,** either a subway or monorail. Reportedly, U.S., German and Japanese firms are preparing bids on the construction of a subway.

SPAIN—The site selected for the proposed joint Spanish-Portuguese **nuclear power plant** is three km. south of the Portuguese border village of Alcoutim on the banks of the Guadiana River. Alcoutim is north of the Spanish town of Ayamonte in Huelva Province. The plant would require about 250 liters of water per second for refrigeration purposes. Two utility companies, Compania Sevillana de Electricidad (Spain) and the Empresa Termoelectrica Portuguesa (Portugal) have been designated as operating agents for the proposed plant by the respective governments.

SYRIA—In conjunction with the construction of a 40 km. pipeline (INTERNATIONAL COMMERCE, Aug. 23, p. 31) from the Sinn River to Latakia, bids will be invited after the pipeline construction contract is signed for the installation of various **pipeline control facili-**

ties, such as a **power station, pumps,** and other apparatus, and for the construction of a **water treatment station,** to purify the water when it reaches Latakia.

Another phase of the Latakia water project calls for the construction of two **reservoirs,** one with a capacity of about 10,000 cubic meters to supply water to the city and one control reservoir with a capacity of 400 to 500 cubic meters. It is expected that construction bids will be invited next year. The project is under the direction of the Water and Electricity Administration of Latakia.

THAILAND—A 650-room luxury **hotel** (The New Hamilton), a **shopping center** and a **parking lot** for 1,000 cars will be built within six months in Bangkok. Project cost is expected to be over 150 million baht (1 baht= about US$0.05).

A general list of needed materials, furnishings, equipment and supplies has been issued by the builders. U.S. firms are invited to submit prices and terms of delivery. The list is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

Quarterly summary ready

A Quarterly Summary of planned projects, contract award stories, United Nations Special Fund announcements and significant foreign government tenders that have been published in INTERNATIONAL COMMERCE during the first and second quarters of this year is available to U.S. firms from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

A pre-addressed mailing label should be included with the request to facilitate processing and mailing. The Summary may also be reviewed at any of the 42 Department of Commerce Field Offices.

The Quarterly Summary alphabetically lists country and category of project or tender within the country and gives names and addresses of contacts as well as citation of original publication date. Requests will be filled as long as the supply lasts.

Significant Awards

CHILE—A bid submitted by the West German firm, Braunswigische Maschinenbauanstalt A.G., to construct a sugar beet refining plant with a capacity of 3,000 metric tons daily has been accepted by IANSA (Industria Azucar Nacional SA), Chile's privately-owned sugar cooperative. Total cost is estimated to be between $8 and $9 million.

INDIA—The tender for the construction of a mechanized slaughterhouse in the suburban area of Bombay to replace the existing main slaughterhouse has been awarded on a "turnkey basis" to an Indian firm (unidentified) which had submitted bids in collaboration with an Australian manufacturer of slaughterhouse machinery.

IRAN—Three separate contracts were signed by the Ministry of Economy for the construction of a modern port at Bushire with an annual capacity to load 150,000 tons initially and possible expansion to a 300,000-ton capacity.

The port plan for Bushire was prepared and designed by the Netherlands Engineering Consultants (Nedeco), which will supervise the work of the three companies involved: Hollandsch Aannemingsbedrijf Zanen Verstoep of the Netherlands; Svenska Entreprenab A.B. (Sentab) of Sweden and Luebecker Maschinen Bau AG of Germany.

The Dutch company was awarded a contract for dredging the navigation channel of about 9,840 feet through the inner bar to a depth of at least 17 feet requiring the removal of 50 million cubic feet of material. The Swedish company was awarded a contract to construct a 1,122-foot long reinforced concrete commercial wharf, two 554-foot long naval wharves, mooring facilities, a transit shed, roads, pavement and fencing.

The German company was awarded a contract to dredge the entrance channel and to do some dredging work in other Iranian ports.

The entire project is scheduled for completion within 20 months.

NETHERLANDS ANTILLES—Bids for the construction of the 200-room Aruba Sheraton Hotel were opened publicly at the office of the Department of Public Works in Aruba. The Aruban firm of Petrona & Croes submitted the lowest bid, NAfl 9,997,000 (1 NAfl=$1.905 buying rate). The contract is now to be submitted to the Dutch Government in The Hague. Decisions on awarding a contract and a date to begin construction are expected within 90 days.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Benjamin Suliansky and Marco Stifani, representing Il Duomo S.R.L., Avenida Santa Fe 2059, Buenos Aires, interested in contacting **U.S. furniture manufacturers with view to licensing agreement;** requesting technical information. Sept. 3 via New York for 15 days. c/o Hotel Chesterfield, 130 W 49th St., New York, N.Y. Itinerary: New York, others as required. WTD in preparation.

AUSTRIA—Dr. (Mrs.) Thusnelda Wurzer, representing Technische Artikel, Dr. Th. Wurzer, 17 Krugerstr., Vienna I, **interested in new developments (patented items) in the safety equipment trade, technical supplies for industrial use, saw blades for wood and stone cutting, do-it-yourself tools, with view to obtaining exclusive sales rights for Austria.** Sept. 14 via New York for 2 weeks. Itinerary: Sept. 14-15 New York c/o Erika Kiss, 151-23 11th Ave., Whitestone, N.Y. 11357; Sept. 15-16 Buffalo, N.Y.; Sept. 16-19 Cleveland c/o The Pioneer Rubber Co., Export Div., 209 Hanna Bldg., Cleveland, Ohio; Sept. 19-25 Reading, Pa. c/o Abraham Lincoln Hotel; Sept. 25-28 New York. WTD in preparation.

CHILE—Ramon Echeverria R., Los Tres Antonios 3289, Santiago, **interested in visiting manufacturers of adhesive tape and cloth tapes for purpose of purchasing machinery and discussing joint venture possibilities;** requesting technical information. Aug. 30 via Los Angeles for 20 days. c/o Ramon Echeverria Jr., 827 Seminole Drive, Livermore, California. Itinerary: Los Angeles, San Francisco, Oakland, Chicago, New York. WTD 7/26/65.

ENGLAND—Members of the Leicester & County Chamber of Commerce on export visit: C. R. Riddington, F.C.A., President of the Chamber and Director, Lowe & Carr Ltd., Liberty Works, Eastern Blvd., Leicester (WTD 7/16/65); H. L. Milliard, T.D., J.P., Secretary of the Chamber, 3 Granby St., Leicester; R. L. Bedingfield, Chairman & Managing Director, R. L. Bedingfield & Co. Ltd., Lower Brown St., Leicester (WTD 8/10/65); E. O. Chapman, Sales Director, Gent & Co. Ltd., Faraday Works, Temple Rd., Leicester (WTD 8/20/64); L. Clarfield, Managing Director, Clarida Knitting Mills Ltd., Parker Drive, Leicester (WTD 4/26/64); A. E. Cresswell, Managing Director, Ratby Engineering Co. Ltd., Peckleton Common, Earl Shilton, Leicester (WTD 4/21/60); D. Holmes, Director, David Holmes & Co. Ltd., Happy Wanderer Works, Gough Rd., Leicester (WTD 7/13/65); M. Moore, Managing Director, Moore Eady Ltd., Markeaton St., Derby (WTD 7/9/65); A. E. Simons, Managing Director, Frisby Jarvis & Co. Ltd., North Bridge, Leicester (WTD 9/6/65); E. L. Wright, Director, Marshall Conveyors Ltd., Billesdon, Leicestershire (WTD 7/13/65); J. M. Warrington, Managing Director, Harborough Construction Co. Ltd., Market Harborough, Leicestershire (WTD 6/20/62). Sept. 12 via New York until Sept. 24. Itinerary: Sept. 12-15 New York c/o Hotel Berkshire; Sept. 15-19 Chicago c/o Hotel Continental; Sept. 19-23 Los Angeles c/o Hotel Biltmore.

M. Lessell, M.Inst. M.S.M., Advertisement Director, Hospital Equipment News, Elm House, 10/16 Elm St., London, W.C.1, **interested in promotion and advertising of U.S. hospital equipment and supplies** through Hospital Equipment News to hospitals in Great Britain, British Commonwealth countries and Europe. Sept. 15 via New York for 2 weeks. c/o J. Davis, 37 Conforti Ave., West Orange, N.J. Itinerary: New York; Chicago; Washington, D.C. WTD 7/29/65 on Production Publications London Ltd.

FINLAND—Henrik Gustafsson, Managing Director, Woodex, P.O. Box 563, Helsinki, **interested in agencies for agricultural and horticultural products.** Sept. 15 via New York for 2 weeks. c/o Finnish Consulate General, 200 East 42 St., New York, N.Y. Itinerary: New York; others may be arranged. WTD 1/13/65.

HONG KONG—Kwok Yat-Sun, representing Parker Distributors (Hong Kong) Ltd. and Kwok Associates Ltd., 102 Hang Chong Bldg., P.O. Box 14251, Hong Kong, **interested in agency or distributorship for greeting cards, cigarette lighters, smokers' accessories, cosmetics, or other lines compatible with present pen distributorships.**

Sept. 10 via Honolulu for 3-4 weeks. c/o The Parker Pen Co., Janesville, Wisconsin. Itinerary: Honolulu; Los Angeles; San Francisco; Las Vegas; Chicago; Janesville; Cincinnati; Washington, D.C.; New York. WTD in preparation.

MEXICO—Ing. Eduardo Sanudo, Articulos Troquelados Monterrey, S.A., Dr. Mora Ote. 257, Monterrey, N.L., **interested in joint venture and technical assistance in expanding line of stamped auto parts, particularly fans.** Sept. 12 via Detroit for 3 weeks. Itinerary: Sept. 12-15 Detroit c/o Sheraton-Cadillac Hotel; Sept. 16-19 Indianapolis c/o Sheraton-Lincoln or Marott Hotel; Sept. 20-27 Chicago c/o Palmer House Hotel; Sept. 27-Oct. 3 New York c/o Sheraton-Atlantic. WTD in preparation.

PAKISTAN—Iqbal Hussain, Iqbal Hussain & Co., Napier Rd., Karachi 2, interested in **purchasing nylon tire cord and surplus parachutes.** Sept. 20 via New York for 1 month. c/o General Export Clothing Corp., 401-407 Lexington Ave., Brooklyn 16, N.Y. Itinerary: New York. WTD 1/23/53 under revision.

TAIWAN—Chien-hsin Lee and Hung-chang Lee, representing Zui San Coal & Gold Mining Co., Ltd., 26 Hsing Yang St., Taipei, **interested in visiting manufacturers of coal mining equipment and chemicals.** Sept. 10-20 via New York for 1 month. c/o Embassy of the Republic of China, 2311 Massachusetts Ave. NW., Washington, D.C. Itinerary: New York; Washington, D..C.; Detroit; Chicago; Los Angeles; San Francisco. WTD in preparation.

Uruguay issues tender for a fishing terminal

The Servicio Oceanografico y de Pesca (SOYP), Calle Julio Herrera and Obes 1475, Montevideo, has issued tender No. 63/65 for a projected fishing terminal.

The specifications call for project management; engineering design, surveys and estimates; plant construction; material selection and procurement; machinery and equipment for a minimum annual production capacity of 45,000 tons, working 300 days at 16 hours per day; a refrigerated fleet of 6 9-ton and 10, 5-ton trucks; 50 2-ton mobile shops; and the necessary fleet of fishing vessels for full capacity operation of the plant.

Bid deadline for the terminal is Dec. 9. Correspondence is preferred in Spanish. Only firms legally established in Uruguay may participate in public bids.

Specifications, in Spanish, are available on loan to firms domiciled in the U.S. from the G.I.E.&C. Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Iraq to purchase paper

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, has issued tender No. 25/65, with a bid deadline of Nov. 21, for very large quantities of various grades of printing and writing paper and office supplies. Many of the grades require watermarking.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Mammoth barge, tug make first splash in debut at Tampa

Million tons of phosphate rock to be carried by ships annually

The world's largest seagoing barge and its matching giant tug has arrived in Tampa, Fla., for its maiden cargo-carrying voyage.

The 19,000-ton barge, the *Martha B* and the 4,300-horsepower tug, the *Gale B*, were built at the Sparrow Point, Md., yard of Bethlehem Steel Corp. and christened at New Orleans.

History-making

The maiden voyage of the two vessels to Tampa will make bulk-cargo-movement history.

The vessels are operated by the Red Circle Transport Co. to carry nearly one million tons of phosphate rock yearly for 10 years from the Tampa Terminals, Inc., loading facility at Metroport to the new chemical plant complex of National Phosphate Co. at Taft, La., near New Orleans.

Red Circle Transport Co., is a subsidiary of the Ohio River Co., Cincinnati, largest tonnage barge line on the U.S. inland waterways, which is pioneering the new trans-Gulf barge operation. National Phosphate Co. is a subsidiary of Hooker Chemical Corp., New York City.

American Trade Fair to be held in Togo

The third annual American Trade Fair will be held in Lomé, Togo, Jan. 20-24, 1966.

Any U.S. exhibits promoting low-cost durable and consumer items, especially displays with some sort of animation or push-button effect, would be "extremely useful and would have great local appeal," according to the U.S. Embassy in Lomé.

Togo is a small developing tropical country where a market for low-cost consumer items exists in the virtual absence of local industry for consumer products. Items which could sell there, says the Embassy, include:

Pharmaceuticals, plastic ware, kitchen ware, cutlery, inexpensive musical instruments, phonograph records, inexpensive off-the-rack cotton clothing, hardware items, anti-corrosive paints, paint brushes, rollers and cleaners, baby products (lotions, soaps, vitamin supplements), soft-soled shoes retailing for under $5, ice chests, wide-mouth vacuum bottles, injector razors, injector or double-edged blades, and aerosol shaving cream.

The Embassy would like small amounts of samples and advertising materials from interested U.S. firms. "We expect that local merchants, dealing in American products, will again give whole-hearted cooperation in providing items for display," said Terence A. Todman, First Secretary.

Write: Edward P. Allen, Assistant Economic Officer, American Embassy, B. P. 852, Lomé, Togo.

Pittsburgh, Houston businessmen invited to Field Offices

Businessmen in the Pittsburgh and Houston areas are invited to visit their Department of Commerce Field Offices to meet the new directors.

Edward T. Fecteau, Jr., petroleum projects manager in the Department's Business and Defense Services Administration, has just been appointed to head the Houston Field Office. He succeeds George L. Malherbe, who retired in August.

John A. Donley, BDSA consultant on international activities, was named to the Pittsburgh Field Office, where Trade Analyst Newton Heston, Jr. has been serving as acting director.

Italians purchase Va. dairy heifers

About 300 dairy cattle from Virginia are headed for Italy, according to the State Department of Agriculture. The shipment, scheduled to leave in mid-September, will represent the first time dairy cattle will be exported from Virginia.

The Holstein-Freesian heifers will be used to maintain milk volume by improving dairy herds in Italy. Two major Italian dairy producing associations are the purchasers.

New Books and Reports

1965-66 Fairlift now available

The 1965-66 edition of *Fairlift*, the guide to trade fairs, trade exhibitions and trade shows, is now available.

Published by Budd Publications, 26 Beaver Street, New York City, *Fairlift* features 95 pages on the world trade shows, by location, by date and by commodity.

In addition to the guide, the magazine offers special articles such as "Toy Fair . . . Mirror of a $1.25 Billion Industry" focusing on the anticipated market of 94 million American youngsters who will want toys in 1980; "Showcase—Mexican Style," about Latin America's biggest Home Fair; and "Pay Dirt in Regionals," one organization's switch from national to regional expositions.

World Survey of Civil Aviation: Continental Europe and Ireland. **Published by the Transportation Equipment Division, BDSA, U.S. Dept. of Commerce, Washington, D.C. 57pp. 25¢.**

This is the tenth in a series of foreign market surveys of civil aircraft and aeronautical products. In addition to the six Common Market countries (EEC), the report also covers Austria, Greece, Ireland, Portugal, Spain, Switzerland, and Yugoslavia.

Governments of the Common Market nations encourage their domestic aviation industries through subsidies or by participation in operations. Aircraft manufacturing is a highly developed and sophisticated industry in the EEC, with production ranging from light, single-engine planes to medium-range, twin-jet airliners.

The sales potential for U.S. manufactured commercial jets appears favorable. The continued growth and prosperity of the EEC should create an increased demand for business and private aircraft. U.S. manufacturers can expect an increased share of this market despite strong competition from aircraft manufactured by producers within the Common Market.

The national airlines of Austria, Greece, Ireland, Portugal, Spain, Switzerland, and Yugoslavia are either owned wholly or in part by the respective governments, or heavily subsidized by them. Aircraft manufacturing in these countries is limited but growing.

With the exception of crop dusting and air taxi services, general aviation in most of these countries is also limited. Due to this, there does not appear to be a large market for general aviation aircraft. However, the preference for U.S. manufactured commercial transports is expected to continue.

Write: The Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or any Department of Commerce Field Office.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C. 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Overseas Business Reports, **U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

U.S. Foreign Trade, 1957-64. OBR 65-60. 23pp. Contains 15 tables which review the U.S. trade performance over the past eight years. Tables cover the value and quantity of imports and exports, and are broken down by quarters, months and SITC numbers.

Selling in Norway. OBR 65-61. 8pp. Describes the road to selling the Norwegian market as reflected in the Norwegian import channels, import requirements, and tariff system; Norwegian commercial practices and marketing aids; the extent and techniques of government procurement; U.S. export credit insurance and guarantees affecting trade with Norway; and provides notes of interest to the business traveler in Norway.

The Balance of Payments. **By Max J. Wasserman and Ray M. Ware. Simmons-Boardman Publishing Co., New York. 481pp. $10.**

This book attempts to trace the development of the balance of payments from its earliest beginnings; to study its growth, step by step, to show the discovery of procedures for gathering necessary data, and to indicate its evolution toward a presentation useful in policy-making decisions. The book's historical chapters try to show the gradual development of the sources, concepts and methods of gathering and estimating data.

The authors are aiming at an audience of academic, research, business, government and consulting economists. Chapters cover the accuracy of balances of payments, the measurement of surpluses and deficits, the role played by reserves and exchange market policies, and the international payments system. The U.S. and U.K. balance of payments histories receive special treatment.

Write: Simmons-Boardman Pub. Co., 30 Church St., New York, N.Y.

El Directorio Venezolana de Industriales, Mayoristas—Distribuidores, Importadores y Exportadores. **1965-66 Edition. Published by Protec Representaciones. $10.**

A complete directory of more than 75,000 Venezuelan manufacturers, wholesalers, distributors, importers and exporters. Scheduled for release by November in both English and Spanish.

Write: El Directorio Venezolano, Apartado (P.O. Box) 10216 Sabana Grande, Caracas, Venezuela.

Peruvian customs

A new edition of the International Customs Journal for Peru, dated March, 1965, is available on a loan basis from any of the 42 Field Offices of the Department of Commerce. The Journal contains details of the tariff classifications and rates of duty established by Decree 139-H of July 23, 1964.

International Customs Journals are issued by the International Customs Tariff Bureau in Brussels. Copies are made available to member governments only and may not be purchased privately.

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Calendar *for international traders*

September

13-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13—Bucks County Forum of International Commerce, monthly dinner meetmeeting, 5:30 p.m., Conti Cross Key, Inn, **Doylestown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U. S. Consulate General, Frankfurt, Gemany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Depart of Commerce; REEC.

14—Foreign Traders Assn. of Philadelphia, monthly dinner meeting, Sheraton Hotel, **Philadelphia.**

14—Businessmen's Consultations with members of U.S. Investment Mission to Colombia, Field Office, **Pittsburgh.**

14—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

14—In-Office Workshop, Field Office, **Dallas.** Sponsors: Field Office, Department of Commerce; REEC.

14—In-Office Meeting, 10 a.m., Chamber of Commerce, Fish-Lake County National Bank Bldg., **Libertyville, Ill.**

14—Springfield Export Sales Managers Assn., dinner meeting, 6:30 p.m., Oakes Steak and Banquet House, **Springfield, Mass.**

15—Iowa REEC Meeting, Des Moines Club. **Des Moines.**

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

15—Conference on International Trade, University of California, **Berkeley, Calif.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

15—International Trade Club, luncheon, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commece.

15—Export Expansion Seminar, Weirton Chamber of Commerce, **Weirton, W.Va.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce; W.Va. Manufacturers Assn.

15—International Information Seminar for Tobacco Industry, Field Office, **New York.**

15—In-Office Export Expansion Workshop, 10:30 a.m.-12:30 p.m., Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

15—Conference on Container & Cargoes, 12 noon, Town House, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

15-17—Practising Law Institute Forum on Operating Abroad under Current U.S. Tax Rules and Economic Policies, Waldorf-Astoria Hotel, **New York.** Speaker: Lawrence C. McQuade, Deputy Asst. Secretary for Financial Policy.

16—Businessmen's Consultations with members of U.S. Trade Mission to Colombia, Field Office, **St. Louis.** Sponsors: World Trade Club; Chamber of Commerce; REEC.

16—Houston Rotary Club Luncheon, Rice Hotel, **Houston, Texas.**

16—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

16—Introduction to Export-Import, 1st of nine weekly sessions, 7:30 p.m., Webster Hall, University of Hawaii, **Honolulu.** Sponsors: Small Business Management Program, College of Business Administration; Field Office, Department of Commerce.

16—International Trade Club of Chicago, luncheon meeting, 12:15 p.m., La Salle Hotel, **Chicago.** Speaker: Governor Otto Kerner.

16—REEC meeting, 10 a.m., Alexander & Baldwin Boardroom, **Honolulu.**

16—FCIB Drug, Chemical & Food Export Club, monthly meeting, Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

16—REEC Committee Chairmen Luncheon Meeting, **Baltimore.**

16—Nat'l Assn. of Export Management Companies (NEXCO), Inc., luncheon, Advertising Club, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

16—North-Central Florida REEC, 9:30 a.m., Board Rm., Marine Bank & Trust Co., **Tampa, Fla.**

17—Houston International Trade and Travel Fair, World Trade Seminar, Rice Hotel, **Houston, Texas.**

17—North Carolina Liquified Petroleum Gas Assn., luncheon, Grover Inn, **Asheville, N.C.** Speaker: Roy L. Morgan, Director, Office of Field Services.

20—St. Louis Export Trade Seminar 1st of 8 weekly sessions, Saint Louis University, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

20-30—National Machine Tool Builders Assn. Exhibition, McCormick Place, **Chicago.**

21—Hydraulic Institute, Annual Convention, International Inn, **Washington.** Speaker: Forrest D. Hockersmith, BDSA.

21—Foreign Trade Seminar, **Springfield, Mass.** Sponsors: Joint Civic Agencies; Export Sales Managers Assn.

21—REEC Meeting, **Baltimore.**

21—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21—In-Office Workshop for New Exporters, 512 Greenleaf Bldg., **Jacksonville, Fla.** Sponsor: Field Office, Department of Commerce.

21—Foreign Trade Bureau, dinner meeting, Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Nicholas Johnson, Maritime Administrator.

21—Purchasing Agents Assn. of Pittsburgh Presidents Dinner, Penn Sheraton Hotel, **Pittsburgh.** Speaker: Anthony Bertsch, BDSA.

21—In-Office Export workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

21—South Florida REEC, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

22—Special REEC Meeting, 10 a.m., Daniel Boone Hotel, **Charleston, W.Va.** Sponsor: Field Office, Department of Commerce.

22—Export Conference on Stockholm Trade Center, Field Office, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

23—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

23—World Trade Club "Port of New York Night," monthly dinner meeting, Trader Vic's, Bel Air East Motel, **St. Louis.**

23—In-Office Export Conference Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

23—Pacific Coast Assn. of Port Authorities, 51st annual convention, Ambassador Hotel, **Los Angeles.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

23—Mobile "Profits in Exports" Conference, 11:30 a.m., Lyles Restaurant, **Kearny, N.J.** Sponsors: West Hudson Chamber of Commerce; Field Office, Department of Commerce; REEC.

24—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

24—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

24—Foreign Trade Seminar, **Columbus, Neb.** Sponsors: Field Office, Department of Commerce; REEC; Small Business Administration; Chamber of Commerce.

28—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

28—In-Office Workshop, Field Office, **Dallas.** Sponsors: Field Office, Department of Commerce; REEC.

28—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department. of Commerce.

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to all Employers!

If the problem of school dropouts continues at its present pace, we can anticipate 32 million adult, non-high school graduates in the labor force by 1975.

How can non-high school graduates in the labor force be matched with our astonishing pace of scientific and industrial technological change?

President Johnson put his finger on the problem, when he said, on August 21st:

"I ask the employers, the unions, the civic, the trade, the religious organizations, the state and local governments, to exert every influence that they can command to bring these young people the facts about how important it is to stay in school."

The Secretary of Commerce, in an open letter to employers last week, asked them to:

First, do everything possible to influence the youngsters in your community to go back to school this fall and to complete their education, and

Second, provide as many school year part-time jobs for youths as possible, especially in those cases where such a job might spell the difference between finishing school or dropping out.

Write to the Department of Commerce today for additional information included in the kit, "Youth Opportunity Depends on Education."